

## SENIOR BIOPHARMACEUTICAL REPRESENTATIVE • SPECIALTY SALES EXECUTIVE

*Driving market share and sales growth by accelerating sales cycles and assertively closing on clients' needs*

- ⇒ **Award-winning, highly strategic** pharmaceutical sales expert who leverages data-driven models to target key accounts.
- ⇒ **Developer of long-term relationships** with physicians and reputed as valued resource to account base.
- ⇒ **Exceeds demanding sales objectives year-over-year** despite market challenges based on unrivaled sales tenacity.
- ⇒ **Adaptive to customer requirements;** regularly creates winning sales and account penetration strategies.

*Performance Circle – J&J 14'*  
*Spirit Award – J&J 13', 12', 08', 07', 06'*  
*Ruby Tier Award – J&J 07'*  
*Top Performers Choice Award – Roche 04'*  
*Par Club – GRM 01', 98', 97', 96'*  
*Team Achievement Award – GRM 96', 95'*  
*National All-Star Leadership Award – GRM 92', 90'*

### Sales Acumen

- Territory Management
- Sales Planning
- Consultative Sales
- Account Development
- Account Management
- Market Share Growth
- Client Focused Sales
- Sales Strategy
- "No-See" Doctors
- Building Relationships

### Pharma Expertise

- Family Practice
- Internal Medicine
- Urology
- Endocrinology
- Cardiology
- Hypertension
- Dyslipidemia
- Allergy & Immunology

### Sales Leadership

- Physician Roundtables
- Training & Mentoring
- Pre-Call Planning Tools
- Process Improvement
- Team Collaboration

## PROFESSIONAL SALES EXPERIENCE & IMPACT

*Delivered top ranked sales performances beginning at GRM and progressing into Pharmaceutical arena – shattering sales targets by as much as 387%*

**Johnson & Johnson** • Rochester, NY

**2005 to Present**

**SALES REPRESENTATIVE → EXECUTIVE SALES REPRESENTATIVE**

*Earned promotion to Executive Sales Representative in 2007 based on consistent Top 25% sales performance for 2 years. Market pharmaceutical product portfolio to medical professionals in Family Practice, Internal Medicine, Urology, and various specialties. Build long-standing partnerships with physicians, catapulting market share and successful patient outcomes.*

Products: **Coreg, Avandia, Avodart, Levitra, Lovaza, Vesicare, & Tanzeum**

- Won **Performance Circle** for Top 10% performance nationally and ranked 26/546 in 2014.
- Received **LOVE Award** for displaying GSK core values.
- Achieved **200%** of target (semester 1) and 170% (semester 2) in 2014.
- Selected as 1<sup>st</sup> recipient from team to win **Boulder Award** based on demonstrated ability to remove individual and team barriers within business operations.
- Earned **120%** Integrating Rating, GSK's core metric and obtained **Spirit Award** in 2012.
- Ranked **#5** out of 32 within region, earning recognition with **Ruby Tier Award**.
- Served as lead for Coreg CR, identifying high potential doctors; developed trusted relationship with single physician, accounting for 54% of market share by year end.
- Developed pre-call planning tool, significantly improving sales effectiveness and productivity by **18%** throughout region.
- Represented District on Culture Advisory Board and Climate Control Council.
- Established relationship with key clinic, executing multiple programs to gain access.
- Selected as Associate Trainer for Lovaza and served as mentor to new hires.

**Roche • Corning, NY**

**2003 to 2005**

**PHARMACEUTICAL HEALTHCARE REPRESENTATIVE**

*Promoted products to variety of physicians, specialists, and medical professionals within Corning-based sales territory; performed strategic territory sales planning maximizing sales coverage and advancing market share by 36%..*

Products: **Lipitor, Norvasc, Caduet, Zyrtec, & Viagra** | Awards: **Top Performers Choice & District of the Year**

- Generated highest volume of cardiovascular sales in region.
- Attained **101.6%** of Lipitor and **101.52%** of Zyrtec targets (2005).
- Ranked **#1** in region and **#17** nationally for Caduet market share growth.
- Achieved **100.24%** (Lipitor), **108.58%** (Norvasc), and **100.83%** (Viagra) in 2004 while growing Lipitor sales by **222%** versus prior year.
- Realized **108.8%** of Zyrtec and **108%** for Viagra in 2003.
- Conducted monthly roundtables with key opinion leaders and leveraged pre-call planning tool to drive sales results.

**Annual Sales Results**

**2004 • 101.7% • \$21.52M**

**2003 • 106.82% • \$9.1M**

**GRM Document Corporation • Buffalo, NY**

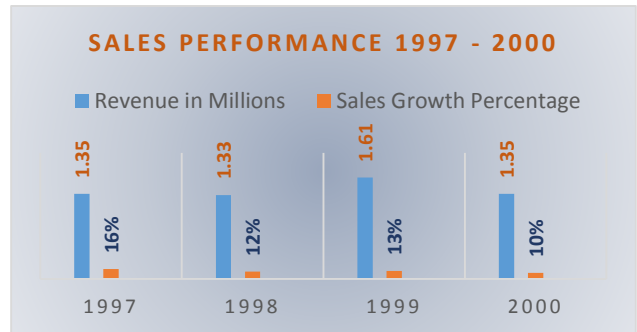
**1996 to 2003**

**BUSINESS SOLUTIONS SALES EXECUTIVE (1997 TO 2003)**

*Executed B2B sales efforts, demonstrating value proposition of Xerox products to key decision makers; performed account management, acquisition, and development to accelerate market share and revenue growth.*

Teams: **Up to 5 Product Specialists** | Managed Accounts: **460** | Core Focus: **New Business Development**

- Produced **487%** sales performance in Q1 2000, **104%** in 1998, and **132%** in 1997.
- Awarded **Par Club** for exceeding sales targets for 4 consecutive years including **164.4%** in 2001.
- Ranked **#3** (2001), **#1** (2000), **#7** (1997), and **#11** (1998).
- Negotiated and won 3 national contracts valued over **\$3M**.
- Navigated complex, multi-tier sales cycle engaging with key decision makers and delivering millions in financial impact.



**OFFICE DOCUMENT SALES REPRESENTATIVE (1996)**

*Turned around underperforming sales territory; oversaw **300+** accounts and produced **\$605K** in new business while achieving **137%** of sales plan.*

**EARLY GRM CAREER:** SERVED AS CUSTOMER SERVICE REPRESENTATIVE PROVIDING SALES SUPPORT TO OVER 1K ACCOUNTS; WON MULTIPLE NATIONAL ALL STAR LEADERSHIP AWARDS OUT OF TALENT POOL OF OVER 1K EMPLOYEES FOR IMPROVING CUSTOMER SATISFACTION BY 15%. EARNED XEROX TEAM ACHIEVEMENT AWARD AND REGULARLY SELECTED TO SPECIAL TASK FORCES AND QUALITY IMPROVEMENT TEAM, ADDING VALUE TO ORGANIZATION.

**EDUCATION**

**BACHELOR OF SCIENCE, FINANCE • UNIVERSITY OF WISCONSIN**