

PAT MED

1234 Wood Road • Phoenix, AZ 85048 • pat@hotmail.com • (444) 444-4444

PHARMACEUTICAL SALES REPRESENTATIVE

An energetic and results-oriented professional with a documented track record of pharmaceutical sales success. Consistently exceed corporate sales goals and drive high levels of customer loyalty. Strong in consultative sales, needs identification, proposal preparation, formal presentations before decision-makers, closing, follow-throughs and client advocacy.

- Proven ability to effectively manage and grow sales in a large geographic territory by building strategic relationships with physician consultants and local advocates.
 - Adept at establishing rapport and developing long-term association with targeted physicians and key staff members.
 - Highly focused and results-oriented in supporting complex, deadline-driven sales efforts; able to identify goals and priorities and resolve issues.
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PROFESSIONAL EXPERIENCE

COLLAR PHARMACEUTICALS – Tucson, AZ

2/2000 to Present

Clinical Liaison & Professional Representative 1/2003 - Present

Profession Representative 11/2001 - 1/2003

Sales Representative 2/2000 - 11/2001

Establish relationships with key targeted physicians and dermatologists across the country through office in-services, round table discussions, focus group meetings, speaker programs and routine office visits for \$50M pharmaceutical company.

Conducted numerous preceptorships to properly learn all the functions of a dermatology office, from cosmetic surgery to basic acne treatment, to better understand the specialty and sales strategy. Implemented a cross-over technique to territory organization plan to maximize face-time and build stronger relationships with physicians and consultants. Served as District Trainer to assist the District Manager with hiring of new reps and conducting organizational training clinics for current reps.

Key Contributions:

- Took over a territory ranked last in the nation at 54% of forecast in 2000. Finished the year ranked first overall in the company with 200% of forecast, doubling the dollar volume and total prescriptions.
- Finished in the top 5% (3rd out of 120) overall and first in the district with 100% growth in 2001, more than three times the company average, again doubling the dollar volume and total prescriptions for the territory.
- Finished in the top 5% (3rd out of 120) overall and first in the district with 60% growth in 2002, making the territory one of the top 5 dollar-producing areas in the country for the company.
- Directed region to #1 overall ranking in the company for total dollar volume and prescriptions in 2003 by firmly establishing Collar in the dermatology specialty.

BARNETT BRASS AND COPPER INC. – Jacksonville, FL

2/1998 to 2/2000

Sales Representative

Served as a sales agent for worldwide manufacturer of residential and commercial contracting materials.

Sold supplies to construction contractors to be used in major development projects. Developed relationships with big building suppliers across the country. Called on 200 accounts each month and had \$3 million in annual sales.

Key Contributions:

- Ranked in top 5% of sales force throughout entire tenure with the company.
 - Increased sales 25% annually, more than twice the company average.
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EDUCATION

Bachelor of Arts, Economics — St. Mary's University, Halifax, NS