

# Maura Lazard

Sales Representative

## Personal Info

### Phone

915-401-1456

### E-mail

maurazlazard@gmail.com

### LinkedIn

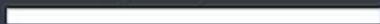
linkedin.com/in/maurazlazard

### Twitter

twitter.com/maurazlazard

## Skills

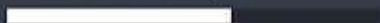
Relationship building



Closing sales



Customer needs analysis



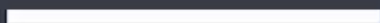
Product knowledge



Interpersonal skills



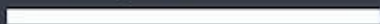
Listening



Communication



Time management



Collaboration



Goal-oriented



High-performing sales rep with 5+ years of experience. Seeking to raise Merck's sales revenue with solid relationship-building and customer education skills. At Rozer, fostered relationships with 120+ physicians, beating all sales targets by 15% and closing 22% more sales in each period.

## Experience

2016 -

2019

### Outside Sales Representative

*Rozer Pharmaceuticals*

- Outside sales rep for 200+ clients in a large pharmaceutical business.
- Beat sales targets by 15% in each period.
- Developed relationships with 120+ physicians.
- Closed 22% more sales than other reps in the department.
- Scored 98% or better in quarterly product knowledge quizzes.
- Conducted 30+ in-person meetings per week.

2014 -

2016

### Inside Sales Representative

*Strykestream Trailers*

- Handled Southwestern territory for recreational vehicle sales business.
- Maintained deep product knowledge of all 28 models.
- Beat sales targets by 18%+ in every quarter.
- Performed regular customer needs analysis, raising repeat business 28%.

2015 -

2015

### Sales Representative Experience

*Various*

- As bookkeeper for distribution company, built relationships with 150 customers.
- Collaborated with 25 other staff members to raise revenue by 20%.
- In telemarketing job, closed 20 sales per day on average.
- Maintained high-level product knowledge for 700-item catalog.

## Education

2009 -

2013

### BS in Chemistry, Texas State University

- Maintained a 3.9 GPA in all core chemistry classes.
- Pursued a passion for sales electives.
- Student Leader, Student Activities Staff

## Additional Activities

- Built relationships to secure \$100K funding for local school.
- Active member, NAPSRS.
- Participate in regular sales meetups.
- Leader, weekly cycling group, raised membership 150%.

## Sales Certification

CNPR Pharmaceutical Sales Rep — NAPSRS

## Conferences

2018

Clinical Trials Conference, led session on Alzheimer's drug testing

2017

Regulatory Affairs Conference

## Publications

2019

Hubspot, "Building Deep Customer Relationships"

2018

Fast Company, "How I Closed 10% More Sales with 10% Less Effort"