

# **John Smith**

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## **EXCEPTIONAL SALES PROFESSIONAL**

*Consultative Sales ~ Negotiations ~ Account Management*

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### **PROFESSIONAL WORK HISTORY**

**Rx Reverse Distributors, Carmichael, CA** 2008 - Present  
*A Federal and State licensed pharmaceutical returns company.*

#### **Regional Sales Representative**

Launched new business market, selling collection and disposal of outdated pharmaceutical products to pharmacies, hospitals, long-term care facilities, and chain drug stores. Preserve and continually grow a large client base, visiting between 60 – 70 clients per month to address customer product needs and up sell existing services. Function as liaison between pharmacists and processors, communicating needs and resolving issues. Negotiate company servicing percentage rates and ensure clients sign annual contracts.

#### **Achievements**

- Built customer base from the ground up, securing 130 clients within first year.
- 100% of quota, 2009. Doubled 2008 numbers in new business accounts.
- 130% of quota, 2008.

**McKesson Corporation, Carmichael, CA** 2006 - 2008  
*The largest healthcare company in the world. Distributes health care systems, medical supplies and pharmaceutical products.*

#### **Sales Representative – Access Health Division**

Marketed a comprehensive Managed Care program to more than 2000 Independent Pharmacies in 10 Western States. Partnered with territory business representatives on account visits to explain the Access Health benefits plan parameters and to close contracts.

#### **Achievements**

- Secured new business in more than 2000 independent pharmacies in 10 western States, collaborating with Vice Presidents, District Managers, and Sales Representatives to create effective pull strategies.
- Consistently exceeded sales goals by an average of 9%.

**Bristol Myers Squibb, Sacramento, CA** 2005 - 2006  
*A global biopharmaceutical company that discovers, develops, manufactures and delivers innovative medicines.*

#### **Territory Business Manager**

Hired to build new account base for Plavix, Avamide and Avapro throughout the Sacramento area to Cardiologists, Internal Medicine and Primary Care physicians. Managed 150 client visits per month, conducting guidance on products and their uses.