

# Maura Lazard

## Sales Representative

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	<b>Outside Sales Representative</b> <i>Rozer Pharmaceuticals</i> <ul style="list-style-type: none"><li>Outside sales rep for 200+ clients in a large pharmaceutical business.</li><li>Beat sales targets by 15% in each period.</li><li>Developed relationships with 120+ physicians.</li><li>Closed 22% more sales than other reps in the department.</li><li>Scored 98% or better in quarterly product knowledge quizzes.</li><li>Conducted 30+ in-person meetings per week.</li></ul>
2014 - 2016	<b>Inside Sales Representative</b> <i>Strykestream Trailers</i> <ul style="list-style-type: none"><li>Handled Southwestern territory for recreational vehicle sales business.</li><li>Maintained deep product knowledge of all 28 models.</li><li>Beat sales targets by 18%+ in every quarter.</li><li>Performed regular customer needs analysis, raising repeat business 28%.</li></ul>
2015 - 2015	<b>Sales Representative Experience</b> <i>Various</i> <ul style="list-style-type: none"><li>As bookkeeper for distribution company, built relationships with 150 customers.</li><li>Collaborated with 25 other staff members to raise revenue by 20%.</li><li>In telemarketing job, closed 20 sales per day on average.</li><li>Maintained high-level product knowledge for 700-item catalog.</li></ul>

### Education

2009 - 2013	<b>BS in Chemistry, Texas State University</b> <ul style="list-style-type: none"><li>Maintained a 3.9 GPA in all core chemistry classes.</li><li>Pursued a passion for sales electives.</li><li>Student Leader, Student Activities Staff</li></ul>
-------------	--

### Additional Activities

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

### Sales Certification

CNPR Pharmaceutical Sales Rep — NAPSR

### Conferences

2018	Clinical Trials Conference, led session on Alzheimer's drug testing
2017	Regulatory Affairs Conference

### Personal Info

<b>Phone</b>	915-401-1456
<b>E-mail</b>	maurazlazard@gmail.com
<b>LinkedIn</b>	linkedin.com/in/maurazlazard
<b>Twitter</b>	twitter.com/maurazlazard

### Skills

Relationship building	●●●●●●
Closing sales	●●●●●●
Customer needs analysis	●●●●●●
Product knowledge	●●●●●●
Interpersonal skills	●●●●●●
Listening	●●●●●●
Communication	●●●●●●
Time management	●●●●●●
Collaboration	●●●●●●
Goal-oriented	●●●●●●