

JOHN SMITH

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QUALIFICATIONS SUMMARY

Pharmaceutical Sales Representative with strong business acumen, product knowledge, and excellent communication skills to influence prescribing habits and drive territory growth. Adept at building consultative relationships with key opinion leaders and institutions to increase market presence and competitive position. Track record of success in high-pressure selling environments and developing new, innovative markets.

Client-Centred Support • Territory Development • Medical Education Seminars
Research & Analysis • International Counselling & Advocacy • Fundraising • Presentations
Cross-Cultural Missions • Therapeutic Implementation • Training & Counselling

PROFESSIONAL EXPERIENCE

SERVIER CANADA INC. – Montreal, Quebec

2006 – Present

Sales Representative

Marketed and sold prescription medication for pharmaceutical manufacturer targeting treatment for hypertension, cardiovascular disease, and diabetes. Client base consisted of physicians, nurses, nurse practitioners, and pharmacists. Coordinated video lunch and learns and organized continuing medical education seminars.

- ◆ Grew underperforming territory for *Coversyl* up 14 spots to rank in the top five out of 50 national territories. Identified and secured accounts with key opinion leaders having the most potential to prescribe to both new and existing patients. Territory more than doubled market share and surpassed \$300,000 monthly sales.
- ◆ Achieved performance ranking within the top 5% during Ansera "mock clinic" held at national sales meeting; testing ability to engage, consult, and demonstrate benefits of *Coversyl* to physicians. Scores also measured perceived credibility, expertise, and likelihood to modify prescribing habits.
- ◆ Played key role in team effort to drive *Coversyl* sales in Canada and win national contest for highest market share change. Organized lecture for from the Ottawa Heart Institute paired with messaging of titration up to 8 mg as essential in preventing events and death in hyper intensive and cardiovascular disease patients.

CROSS-CULTURAL SOLUTIONS / VIDYA – New Delhi, India

2005

Healthcare Advisor

Educated and counselled less privileged women and children on health issues during cross-cultural mission. Utilized integrated methods to facilitate progressive social change.

- ◆ Orchestrated group meetings to empower and educate women concerning issues with family planning, nutrition, and AIDS. Aided in skills training to help women gain economic independence and break the cycle of poverty.
- ◆ Performed routine check-ups on children and provided recommendations to mothers concerning children's well-being.
- ◆ Met with women one-on-one to discuss personal issues and perform routine check-ups, advising and encouraging women to seek medical attention when appropriate.