

MORIARTY SMITH

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San Diego, US

Medical Sales Associate

3+ years experienced medical sales professional skilled at sales, client relationship management, partnerships and negotiations. Proficient at closing sales deals worth millions of dollars. Highly skilled professional with hands-on experience in developing strategic relationships & increasing profitability. Adept at forging partnerships to deliver strategic benefits.

KEY SKILLS

- Medical Sales • Client Relationship Management • Pharmaceutical Marketing
- Business Development • Partnerships • Negotiations • Team Work

PROFESSIONAL EXPERIENCE

BlueBear Pharma Co.

Senior Medical Sales Representative

San Diego, US | Aug '17 - Present

BlueBear Co. is a leading provider of pharma products.

- Managing a team of 2 part time sales associates and 5 sales interns

Business Development & Data Analysis

- Conducting 3 meetings on a daily basis to achieve quarterly **targets** worth **\$3 mn**
- Establishing a sustainable business for the firm in California by building a large sales **deal pipeline**
- Periodically analysed **sales data** and new market trends to come up with strategies and drive sales revenue

Strategy Execution & Market Development

- Executed strategies to build the **customer base** and improve sales numbers by working closely with the Top Management
- **Developed market** for the company's products with desired output
- Managed all activities related to sales & marketing etc.

Client Relationship Management

- **Managed key accounts** in California including leading pharma startups such as Alpha Medicines, Health Products etc.
- Ensuring that **cordial relationships** are maintained with existing clients to drive **repeat business**

Key Achievements

- Achieved **highest MoM revenue growth** among all sales associates
- Awarded the 'President's Award' | Jul '14

BlueBear Pharma Co.

Junior Executive - Medical Sales

San Diego, US | Aug '15 - Aug '17

BlueBear Co. is a leading provider of pharma products.

Sales & Partnerships

- Developed professional **business relationships** with clients and tracking of market trends
- Conducted meetings with doctors to promote the company's range of products in the territory
- Generated prescriptions from doctors by providing **scientific information** about the products and explaining the benefits
- Developed partnerships with the authorized distributors/stockists to ensure that the products are always available

EDUCATION

B. Pharma

Harvard University

Boston, US | May '11 - Jul '15

Harvard University is one of the world's oldest and top ranked universities

- Top 10 percentile of the class