

Jennifer Hopkins

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PHARMACEUTICAL SALES REPRESENTATIVE

PROFILE: A highly motivated individual with a deep sense of responsibility, aimed at servicing existing accounts and establishing new ones through organized sales planning. Highly skilled in providing information regarding pharmaceutical products and delivering samples to hospitals and medical facilities.

QUALIFICATIONS

- Adept at working with sales teams to develop and implement marketing strategies to ensure consistent marketing messages regarding the company's pharmaceutical's products
- Proficient in arranging appointments with doctors and medical teams through cold calling and by following pre-generated leads
- Competent in distributing information about pharmaceutical products to physicians and medical technicians
- Exceptionally well-versed in building effective relationships with healthcare partners and customers

EDUCATION

South Carolina State University, Daniel Island, SC – 2015
Bachelor's Degree in Pharmacology

INTERNSHIP

Pharmaceutical Sales Intern | 1/2016 to 3/2016
Allied Pharmaceuticals, Daniel Island, SC

- Generated leads through cold calling activities and followed up on provided leads to generate business
- Scheduled meetings with hospital personnel to provide them with an overview of the company's pharmaceutical products
- Presented the company's product information through presentations and seminars
- Serviced existing clients by providing them with information on new pharmaceutical products
- Gauged current competition, performed research on their products and created analysis of comparisons