

Robert Smith

Professional Sales Representative

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SUMMARY

Highly motivated, results oriented, dynamic professional with 28 years in the pharmaceutical industry. Commendable performance and proven ability to sell and manage in a fast-paced consistently changing sales environment.

SKILLS

Sales, Marketing, Finance.

WORK EXPERIENCE

Professional Sales Representative

Publicis Touchpoint Solutions - April 2015 - 2020

- Educated Physicians and Staff on Xolair, an injection for Allergic Asthma and CIU.
- Educated physicians on the importance of diagnosing the Patient with Allergic Asthma by testing for IgE levels.
- Proven effective public speaking and presentation skills.
- Able to communicate at all levels of an organization and work well within a team environment in support of company objectives.
- Responsible for executing marketing strategies and sales in the assigned territory.
- Performed extensive market analysis in order to understand areas for developing business.
- Responsible for driving sales of prescription medicine products through ethical interaction with direct prescribing practitioners as well as other non-prescribing healthcare providers.

Professional Sales Representative

Delta Corporation - 2011 - 2015

- Present Works to increase sales and market share for Pfizer products (Celebrex, Lyrica and Spiriva) as well as to enhance Pfizers image.
- Responsible for discussing teams successes, challenges and ideas to drive market share and enhance the Pfizer partnership.
- Utilized industry know-how and outstanding skills in marketing and promoting the gastrointestinal (GI), asthma/allergy, and antibiotic products .
- Highlights Consistently obtained high ranks for the Share of Market Change #3/10 in District and #30/250 in nation for branded GI product #2/10 in.
- Appointed to the R2/ADAM Advisory Board in New Jersey Awarded Retention Bonus for 100% of quota selling Celebrex and Lyrica.
- Walmart Technician -Jiffy Lube - Good year tire.
- Oil Tires Batteries Cashier.

EDUCATION

Bachelors of Science - (Southern Illinois University-Carbondale - Carbondale, IL)