

Maura Lazard

Sales Representative

Personal Info

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Skills

Relationship building



Closing sales



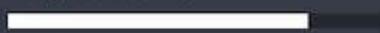
Customer needs analysis



Product knowledge



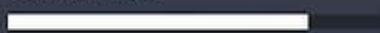
Interpersonal skills



Listening



Communication



Time management



Collaboration



Goal-oriented



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 - Outside Sales Representative

Rozer Pharmaceuticals

- Outside sales rep for 200+ clients in a large pharmaceutical business.
- Beat sales targets by 15% in each period.
- Developed relationships with 120+ physicians.
- Closed 22% more sales than other reps in the department.
- Scored 98% or better in quarterly product knowledge quizzes.
- Conducted 30+ in-person meetings per week.

2014 - Inside Sales Representative

Strykestream Trailers

- Handled Southwestern territory for recreational vehicle sales business.
- Maintained deep product knowledge of all 28 models.
- Beat sales targets by 18%+ in every quarter.
- Performed regular customer needs analysis, raising repeat business 28%.

2015 - Sales Representative Experience

Various

- As bookkeeper for distribution company, built relationships with 150 customers.
- Collaborated with 25 other staff members to raise revenue by 20%.
- In telemarketing job, closed 20 sales per day on average.
- Maintained high-level product knowledge for 700-item catalog.

Education

2009 - BS in Chemistry, Texas State University

- 2013
- Maintained a 3.9 GPA in all core chemistry classes.
 - Pursued a passion for sales electives.
 - Student Leader, Student Activities Staff

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

Publications

2019 Hubspot, "Building Deep Customer Relationships"

2018 Fast Company, "How I Closed 10% More Sales with 10% Less Effort"