

Maura Lazard

Sales Representative

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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 -
2019

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 -
2016

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 -
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 -
2013

BS in Chemistry, Texas State University
 - 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, NAPSAR.
- Participate in regular sales meetups.
- Leader, weekly cycling group, raised membership 150%.



Skills

