

# JESSICA CLAIRE

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 Montgomery Street, San Francisco, CA 94105

## SUMMARY OF SKILLS

Motivated self-starter who exceeds expectations through persistence and business relationships.

Excellent communicator and resourceful individual who establishes trust and builds cohesiveness through expertise and leveraging relationships.

Dedicated to educating, motivating and driving bottom line market share and volume growth.

## EDUCATION

University of Georgia  
Athens, GA • 1979

**Bachelor of Science:** Marketing and Economics

Abraham Baldwin Agricultural College  
Tifton, Ga • 1976  
*transfer:* Business

## OBJECTIVE

My objective is to excel in a pharmaceutical sales/account position that allows me to:  
Sell specialized products to high profile/ high interest customers.  
Engage and close customers through advanced discussions of my products.

## ACCOMPLISHMENTS

2009 Ruby Award Winner  
2009 Promoted to Therapeutic Specialist  
2001 Promoted to Executive Sales Representative

## PROFESSIONAL EXPERIENCE

### National Oilwell Varco Inc - Executive Sales Representative

Midland, TX • 04/1997 - Current

Currently in the Southwest Ga. territory on the CVMU sales team. Responsible for the promotion of products related to the treatment of BPH, ED and Triglycerides. Primary concentration is on Urology and high prescribing primary care physicians.

Prior to this role I served as a therapeutic specialist for urology products. Responsible for the promotion of BPH, ED and testosterone products to Urologist in SW, Central and East GA. Launched Vesicare in a co-promotion with Astellas pharmaceuticals and provided information to PCP's , OB-GYN and Urologist.

I have also worked as a Respiratory /Urology representative with emphasis on pulmonary, allergy, OB/GYN, and high prescribing primary care physicians.

Through knowledge of sales and prescription data and the ability to apply this data to territory management. Experience in launching new products, helping develop speakers and meeting customers needs.

### Syneos Health, Inc - Hospital Sales Representative

Humble, TX • 1994 - 04/1997

Responsibilities included the promotion of products to hospitals, specialty physicians, pharmacy and medical support staff. Products were primarily for anesthesia, surgery,PACU,MICU, GI and ER departments. Experienced working with departments within the hospital setting and providing in-services for these departments. Experience in working with the Pharmacy departments and helping develop pathways and negotiate IV antibiotic contracts with hospitals.  
IE;came to Roche through buyout of Syntex Labs by Roche Pharmaceuticals.

### Community Health System - Professional Medical Representative

Venice, FL • 05/1991 - 05/1994

Responsibilities included the sale and promotion of pharmaceuticals to office based physicians,pharmacists and medical support staff. Developed a thorough knowledge on the NSAID and stroke marketplace.

Awards: Named Sales Representative of the Year in 1994.

Nominated for "Rookie of the Year" 1991

### United Distributing Company - Sales Representative

City, STATE • 08/1982 - 04/1991

Sales representative for wholesale spirits and wine company.

### Columbia Nitrogen Corporation - Agricultural Sales Representative

City, STATE • 02/1980 - 05/1982

Agricultural sales representative.