

Maura Lazard

Sales Representative

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
2019	<i>Rozer Pharmaceuticals</i> <ul style="list-style-type: none">• 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
2016	<i>Strykestream Trailers</i> <ul style="list-style-type: none">• 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
2015	<i>Various</i> <ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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

Personal Info

Phone

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E-mail

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LinkedIn

linkedin.com/in/maurazlazard

Twitter

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Skills

Relationship building



Closing sales



Customer needs analysis



Product knowledge



Interpersonal skills



Listening



Communication



Time management



Collaboration



Goal-oriented

