

Erinn Carlson
Seattle, WA, USA
(253) 283-7110 | erinnccarlson@gmail.com

Summary

Versatile medical sales professional with 6 years experience selling pharmaceutical treatments, medical devices and medical software. Seeking to use familiarity with AbbVie processes and sales methods to successfully promote Creon, Linzess and Viberzi.

Professional Experience

Specialty Sales Representative - Women's Health

AbbVie, Washington & Alaska

2019 – Present

- Launched Oriahnn using virtual communication methods to educate clinics during a global pandemic which restricted in-person meetings.
- Grew Lo Loestrin Fe product market share by analyzing territory data to identify key targets for growth.
- Coordinated with the local field team to ensure consistent, up-to-date messaging, account management, and support for cross-team product inquiries.
- Managed Liletta account acquisition and training through clear and competent live and virtual device demonstrations, seeing continued growth even through territory changes.
- As of August 2021 was Summit rank 3/13 with 161% to goal for Liletta and 84% to goal for LoLo.

Specialty Sales Representative - Hepatology

IQVIA - on behalf of AbbVie, Seattle, WA

2018 – 2019

- Greatly expanded market share and prescription volume of Mavyret in therapeutic areas of Infectious Disease, Gastroenterology, Hepatology, and Primary Care in Western Washington.
- Identified alternate avenues for account access and used prior industry knowledge to investigate potential accounts outside of traditional call plans.
- Educated healthcare professionals on screening and treatment protocols for Hepatitis C, as well as Mavyret-specific market access and patient support programs.

Medical Device Field Support Representative

IQVIA - on behalf of Ethicon, a Johnson & Johnson company, Northwest Region

2016 – 2018

- Introduced and supported Ethicon's Wound Closure Suture Harmonization Initiative in key accounts.
- Consulted with relevant hospital departments including Purchasing to offer cost and space saving solutions to ease the burden of the Initiative.
- Supported regional sales goals through product in-services, OR case coverage and professional education events.
- Received the IQVIA Above and Beyond Award - Q2 2018

Regional Product Specialist

AssistRX, West Coast Region

2015–2016

- Responsible for account acquisition and management, including comprehensive software training for hundreds of medical office staff, providers, specialty pharmacy, biotech and pharmaceutical sales representatives within various specialties.
- Troubleshoot technological problems within accounts to ensure customer satisfaction and ease of use.
- Managed HCP accounts, biotech and pharmaceutical partner relationships within a region of 11 states, overseeing utilization of 29 treatment process workflows.

Education

University of Puget Sound, Tacoma, WA

2012

Bachelor of Arts in Foreign Language and International Affairs