

Robert Smith

Area Business Manager/Director

PERSONAL STATEMENT

Results driven biotechnology sales specialist with 20+ years of proven sales experience utilizing a science perspective background (BSN) as a biotech sales representative. Proficient territory manager who drives sales with a high degree of integrity and expert product knowledge. Builds and maintains strong working relationships with healthcare providers and promotes effective team performance.

WORK EXPERIENCE

Area Business Manager/Director

ABC Corporation - February 2010 - August 2010

Responsibilities:

- Successfully launched Ampyra in the multiple sclerosis sales sector by educating physicians, nurses and other healthcare staff in central Pennsylvania on Ampyra, as well as the distribution process to obtain product .This position required me to function as an ambassador, liaison, leader, and facilitator.
- Consistently maintained market share growth above nation.
- Acted as liaison between physician offices and specialty pharmacies for timely and appropriate distribution of Ampyra.
- Conducted several MS speaker programs to ensure professional knowledge dissemination.
- Utilized my science and nursing background to act as a medical knowledge resource for teammates.
- Responsible for overall performance, customer satisfaction, adherence to corporate standards.
- Created sustainable corporate clientele base and set up a distributor network in mumbai (50+ corporate clientele).

Area Business Manager

Delta Corporation - 2005 - 2010

Responsibilities:

- Downsized due to change to distributor sales model, severance given, reference available) Developed and managed a spine distributor sales team for .
- Implemented training, targeting, and procedural guidance protocols to drive sales to orthopedic, neurosurgery, and interventional radiology .
- Highly successful launch of Ampyra and the multiple sclerosis focused neurology division.
- Planned and executed numerous consumer and peer to peer educational programs while responsible for \$35,000 budget.
- Maintain close relationships with MS advocacy groups (NMSS, MSAA).
- Territory sales volume is at a 149% increase from baseline for 2.1 million dollars Madison VA is ranked 2nd in sales nationally Selected to national .
- Rezulin Planning Task Force.

CONTACT DETAILS

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Alabama
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SKILLS

Retail Sales, Modern
Trade, General Trade.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

Master of Arts in Human Resource Management - (St. Francis University)