

Robert Smith

Area Business Manager II

PERSONAL STATEMENT

To continue on a successful path of career growth in pharmaceutical sales by returning to a District Manager position and applying proven record of experience for exceeding annual sales goals, implementing district-wide sales programs, recruiting new sales representatives, and coaching/developing the selling skills and product knowledge of the sales force.

WORK EXPERIENCE

Area Business Manager II

ABC Corporation - April 2015 - February 2016

Responsibilities:

- Passionated sales leader willing to take appropriate risks.
- Joined this very early-stage start-up medical device company with limited resources, proved to be very adaptive, resilient and persistent.
- Focused on helping secure early development of the newborn (NICU-PICU).
- Established and trained the distributor network over my 8 State Area - educated the 9 member Team on extra-cranial pressure and the pathophysiology of it, to include how the GELShield fits in.
- Worked closely with distributor team and HCPs clearly articulating the need for this new product category within the NICU-PICU arena.
- Set-up multiple successful evaluations at key NICU and PICUs.
- Established strong relationships with key Neonatologists, VPs of Childrens Services, Nursing Directors, Therapists in >45 of the largest NICUs in the SE US.

Area Business Manager

Delta Corporation - 2012 - 2015

Responsibilities:

- Collaborated with internal marketing team in a senior leadership role and implemented key initiatives such as employee advantage program, business .
- Creative with retail marketing by building and maintain positive customer relationships by managing and making the store experience interactive, .
- Assessed product performance metrics and frontline/customer feedback to identify positive or negative trends and opportunities to reinforce or .
- Responsible for pre-launch educational programming for Remicade (infiximab) to key medical accounts, both academic and private practice in .
- Managed annual sales of [] with account responsibility for Meijer, Bindley Western, Dominicks, ULTA, F&M, Arbor Drug, Perry Drug.
- Managed 13 retails sales representatives in six states during 1996 calling on Walmart, Kmart, Target, Osco and Drug Emporium.
- Recognized "Area Business Manager of the Year" award 1998.

CONTACT DETAILS

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SKILLS

Broad Medical
Knowledge, Complex
And Key Account
Management, Strategy
Development, Contract
Negotiations.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Clinical Laboratory Internship - 2003(University of Alabama at Birmingham - Birmingham, AL)