

ROBERT SMITH

Medical Sales Representative IV

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

SUMMARY

Dedicated Medical Sales Representative IV with 27 years of experience in the Healthcare domain. A quick learner and efficient worker, able to effectively and successfully manage multiple responsibilities. Experienced in sales and marketing, management, customer service, medical sales, and retail.

SKILLS

Customer Acquisition, Referral/Repeat Business Generation, Supervisory experience, Customer Service, Excellent Organizational Skills, Strong Interpersonal Skills, Detail Oriented, Quick Learner, Strong Written Verbal Communication Skills

WORK EXPERIENCE

Medical Sales Representative IV

Pfizer - March 1990 – June 2007

- Established the career of advancement and achievement with one of the worlds largest research-based pharmaceuticals companies.
- Managed and grew market share and script volumes for diverse product portfolio.
- Conducted analysis of the market to identify new opportunities and strengthen relationships with hospitals, medical centers, mental health facilities, specialists, primary provider physicians, nurses, and professional office staffs.
- Recognized trends within the territory and created corrective action plans, enabling achievement and exceeding of production goals.
- Served as reliable resource and mentor to junior and new sales professionals.
- Created a more responsive and market-driven business development strategy for district and territory resulting in winning of numerous president club honors and trip awards.
- Held full responsibility marketing hospital formulary medications to wide-array of physicians, specialists, nurses, and physician assistants working within the regional hospital, nursing homes, mental health centers, VA hospitals, and military installations.

Medical Sales Representative I

ABC Corp - 1980 – 1990

- Mentored new representatives on problem-solving, relationships building, strategic thinking, gaining access, and technical product knowledge.
- Achieved top sales position nationally within hospital division by reaching 225% of quota.
- Recipient of president club honors twice during tenure while serving as a representative to duke university hospital.
- Cultivated and closed new business opportunities within designated southeast US territory.
- Conducted analysis of the market to identify new opportunities and prescription writing habits within the district.

- Identified applied appropriated sales techniques to build trusted partnerships.
- Prepared, presented, and analyzed sales and competitor reports, along with comprehensive product training at small and large group meetings.

SCHOLASTICS

- Master Of Arts - 1980 (APPALACHIAN STATE UNIVERSITY - Boone, NC)Bachelor Of Science in Political Science And History - (APPALACHIAN STATE UNIVERSITY - Boone, NC)