

ROBERT SMITH

Regional Business Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Experienced Medical Sales Professional with exceeding sales objectives and promoting customer relations. Highly motivated specialist recognized for goals, team orientation, and drive for continuing education. Planning and business development.

CORE COMPETENCIES

Ms. Word, Ms. Office, Outlook, Office: Word, Powerpoint, Photoshop, Photography, Sales, Typing, Windows.

PROFESSIONAL EXPERIENCE

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HemoCue America - 2012 – 2019

Key Deliverables:

- Promote HemoCue diagnostic point-of-care analyzer portfolio to physician offices and hospitals.
- Consistently ranked top of all sales representatives year over year.
- Maintain and develop key relationships with distribution partners within territory.
- Train and educate health care professionals on proper usage of lab accurate point of care analyzers.
- Manage and execute strategic plans within territory to grow business within the territory.
- Develop selling processes for each analyte including hemoglobin, glucose, urine albumin, and white blood cell.
- Plan and execute promotional programs to gain conversions from competition to the product line.

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Iroko Pharmaceuticals, LLC - 2011 – 2012

Key Deliverables:

- I am responsible for Managing 9 Reps in the Florida Market(Tampa to Miami) in the Pain space.
- This includes all aspects of running this geography including Managed Care negotiations, working with Specialty Pharmacies, dealing with large Physician groups and budget management.
- Ranked #5 in the country out of 40 Regional Business Managers.
- Member of National launch team for our product Vivlodex.
- Picked as guest trainer for home office training.
- PATCOL award.
- Skills Used Leading people, Managing budgets, Sales training, Sales operations, Developing people,Business Acumen.

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EDUCATION

- MS