

# ROBERT SMITH

## Senior Medical Sales Representative

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Senior Medical Sales Representative with over eight years of experience in the pharmaceutical sales market. Proven experience in developing territories, creating new and existing loyal business customers in hospitals, medical offices, medicine administration and distribution centers. Identified potential markets to increment revenue and market share for our business unit.

### 2011 - PRESENT

#### SENIOR MEDICAL SALES REPRESENTATIVE - SPECIAL CARE PHARMACY

- Responsible for promoting, marketing and deliver specialized pharmacy services for respiratory therapy division and biotechnology specialized products with specialist physicians, generate new prescriptions and objectives for pharmacy, include medical and hospital visits on assigned geographic areas.
- Professional business executive in a specialized pharmaceutical industry.
- A representative of medical products division, respiratory therapy treatments, and biotechnology specialty drugs.
- Responsible for delivering specialized pharmacy services and drugs for respiratory therapy specialist physicians, generating new prescriptions, and objectives for pharmacy.
- Keeping track of recipes dating from case managers and authorized pharmacy staffs behind general processes of each case patient medical office provide.
- Identifying the potential customers, create new recipes, and promote services, experience and other pharmacy benefits, maintaining trust and credibility with customers to choose our pharmacy from other options available.
- Meeting the monthly performance goals, prepare action reports and daily work plans.

### 2010 - 2011

#### SENIOR SALES REPRESENTATIVE - INFOPAGINAS

- Combined an effective printed media with an added exposure over the internet.
- Served as a consultant regarding long-term marketing plans, sharing with clients statistics, market reports and new forms of publicity with the objective of guiding our clients to look more competitive over their competition and prospective clients.
- Development and planning of marketing strategies and advertising products to the companies assigned.
- Created advertising proposals and setting budgets for customer formal presentations.
- Made arrangements for collections, establish and prepare payment plans for customers.

- Achieved aggressive and competitive company goals while executing reports and case management analysis.
- Developed cost-effective solutions to enhance competitiveness, increase revenue and improve service offerings.

## **EDUCATION**

Bachelor of Arts - 2010 (Interamerican University Of Puerto Rico, Cupey Campus  
- Cupey, PR )

## **SKILLS**

Microsoft 8, Excel, Word, PowerPoint.