

# ROBERT SMITH

## Medical Sales Representative IV

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

### SUMMARY

Medical Sales Representative IV with extensive experience of 21 years in the Healthcare domain functioning across multiple platforms, who effectively interacts with sales marketing. A performance driven individual whose record has demonstrated the ability to achieve outstanding success in building partnerships and maintaining client relationships. Strength in assessing client needs, building trust, and closing deals.

### CORE COMPETENCIES

Relationship Cultivation, Sales/Marketing Tactics, Key Account Management, Strategic Planning & Execution, Mentoring, Liaison, New Product Launches.

### PROFESSIONAL EXPERIENCE

#### Medical Sales Representative IV

**Astrazeneca Pharmaceuticals - 1995 – 2012**

##### Key Deliverables:

- Managed care specialist, gastrointestinal sales specialist, cardiovascular sales specialist.
- Sales channels hospitals, teaching institutions, cardiologist, gastroenterologist, pulmonologist, allergist, internal med.
- Achieved sales growth objectives by incorporating product/technical knowledge, customer and multi-product focus, innovation, and creativity.
- Recipient of AstraZeneca being the best awards, making a difference award, outstanding teamwork, and customer unit representative.
- Obtained formulary contracts with community-based hospitals in long beach.
- Team training champion for the managed market, Seroquel XR, AZ policy and procedure, regional advisory, and mentoring trainer for new hires.
- Launched several novel medications to multiple markets for the treatment of pulmonary, cardiovascular, gastrointestinal, and psychotic diseases.

#### Account Manager Representative

**International Medication Systems - 1991 – 1994**

##### Key Deliverables:

- Business to the business field sales representative of critical care, anesthetic, and morphine products for the use in hospital pharmacies, emergency medical services, and home healthcare facilities.
- Responsible for approximately 520 accounts in Northern Texas, Northwestern Louisiana, Oklahoma.
- Achieved sales volume and customer contact targets in assigned territory, driven from both targeted and new customer leads.
- Gained the formulary coverage and stocking in the hospital to include product portfolio.

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- Demonstrated strategic thinking and motivational skills to influence key opinion leaders and pt committee members in getting products added to the various formularies.
- Responsible for maintaining an organized account base.
- Responsibilities include proper customer rescheduling, purchasing and credit history, proper state and dea license for each pharmacy.

### EDUCATION

- Bachelor Of Science in Biology - 1990 (California State Polytechnic University - Pomona, CA )