

Megan Poole

Sales Branch Manager - XTRA Lease

Rancho Cucamonga, CA
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WORK EXPERIENCE

Sales Branch Manager

XTRA Lease - Rancho Cucamonga, CA - August 2014 to Present

Based in St. Louis and owned by Berkshire Hathaway, XTRA Lease is the leading provider of over the road trailers for rent and lease in the United States. As an Assistant Branch Manager, I am responsible for selling, renting and leasing over the road Dry Vans, Reefers, and Flatbeds while cultivating new and existing business within my territory in Southern California.

Senior Territory Manager

MERIAL A SANOFI COMPANY - Scranton, PA - January 2007 to August 2014

Territory Manager for a world-leading, innovation-driven animal health company, providing a comprehensive range of products to enhance the health, well-being and performance of a wide range of animals. Responsible for the direct selling of Frontline, Heartgard, Biologicals and Previcox to general practice as well as specialty clinics including Orthopedic and Soft Tissue Surgeons, Oncology, Critical Care, Anesthesiologists, and Internal Medicine. Met with Surgeons in the OR and in the office setting as well as helped hospitals with Marketing, Product Launches, Developing Budgets and growing their Referral business.

- Achieved 105.4% of Annual Sales Quota in 2009 and 112% of Annual Sales Quota in 2012.
- Led the Philadelphia District in Sales in 2009 and 2010, and 2011 due to the substantial growth of marketing and relationship building with accounts in the assigned territory.
- 2009, 2010, and 2012 Recipient of Circle of Excellence Award.
- 2009, 2011 Recipient of Vital Circle Award.
- Appointed as the Marketing Champion for district in 2009 and 2012, due to consistent outstanding sales performance.

Pharmaceutical Sales Representative

ORTHO-McNEIL, INC - Williamsport, PA - April 2006 to January 2007

Marketed and promoted pharmaceuticals to office-based physicians, specialists, and community hospitals in central Pennsylvania. Used clinical reports and marketing materials to educate customers and increase market awareness about products.

- Appointed Diversity Council Specialist for district.
- Efficiently developed and coordinated a Successful Budget in an effort to increase market awareness within the territory.
- Generated a \$300,000 increase in Orthopedic Sales through cold calling and customer prospecting efficiently and successfully.
- Successfully launched Ultram ER and grew market share by 25% within a 4 month period over prior year.

Pharmaceutical Sales Representative

QUINTILES PHARMACEUTICALS - Bloomsburg, PA - September 2005 to April 2006

Marketed and sold pharmaceuticals to office-based primary care physicians in central Pennsylvania. Organized territory, established prospecting targets, and implemented effective sales strategies.

- Ranked #1 Sales Representative in Northeast Region for Cialis 2nd and 3rd Quarter 2006.
- Placed among top 4% in Innovex / Eli Lilly Product Knowledge Quiz for 1st Quarter, 2006.
- Won "New Product Champion" sales contest, 4th Quarter, 2005.
- Recognized as top ranked representative in region for osteoporosis product sales, 4th Quarter, 2005.

Professional Sales / Marketing Executive

TIMEPLUS PAYROLL SERVICES - Atlanta, GA - May 2004 to September 2005

Managed new payroll sales, business development, and product recognition within the metropolitan area. Fostered and established strong referral network within accounting and banking communities.

- Ranked #1 Sales Executive December of 2004, March of 2005, June of 2005, and July of 2005 consecutively.
- Expanded territory over 43% within a five-month period.
- Surpassed sales quota in 2004 and 2005.
- Acquired new accounts through cold calls in the metropolitan district of North West Atlanta, GA.

Sales / Marketing Account Manager

ATLANTIC MINIATURE GOLF AND ENTERTAINMENT - Norfolk, VA - June 2001 to May 2004

Managed national direct sales and marketing for competitive entertainment-based product line. Oversaw all aspects of promotion, advertising, marketing, sales, and publicity.

- Ranked #1 Sales Representative, generating almost 32% of company's total business.
- Exceeded sales and marketing goals consistently by 35% on quarterly basis in 2002 and 2003.
- Played key role in propelling company to \$3.5 million from \$750,000 in less than four years.
- Successfully hired and trained over 25 General Contractor's while continuing to increase sales and productivity within the organization.

EDUCATION

MBA in Entrepreneurship/Marketing

WILKES UNIVERSITY - Wilkes-Barre, PA
2016

BS in Social Science

WESTERN OREGON UNIVERSITY - Monmouth, OR
2001