

Debbie Walker

medical capital and neurology pharmaceutical Sales >10 years with Bachelor of Science in Nursing recently Licensed Health and Life Producer

Nashville, TN

debbieljw24@gmail.com - 256-808-9499

Seeking a sales opportunity with a great pipeline for future endeavors

Sales professional with over 15 years of sales in medical products

Recognized as top sales producer with a proven track record

25 years of supervisor/management roles in various clinical settings

Willing to relocate: Anywhere

Authorized to work in the US for any employer

WORK EXPERIENCE

Direct Sales Rep

Charter Services, WOW Services - Birmingham, AL - 2011 to Present

Selling entertainment and information technology products and services

Registered Nurse

Birmingham Health and Rehab, Northport Civic Center Health & Rehab - Birmingham, AL - April 2006 to December 2010

Staff Development, House Supervisor, TCU Manager

Fresenius Medical Princeton BMC - Birmingham, AL

Dialysis Nurse in acute care setting

Affinity/Kindred Care Hospice - Birmingham, AL

Case Manager

Medical Site Reviewers - Birmingham-South, AL

Third Party EMR, HEIDIS reviewer.

Territory Area Manager

Smith and Nephew - Birmingham, AL - July 2005 to March 2006

Sold to all levels of decision makers surgical and non-surgical indications for specific wound

Care products, incontinence products, skin care products for wound treatment

Reason for leaving: 30% downsize from company not obtaining FDA denied

Approval for product in its third phase of clinical trials

For specific surgical indication

Territory Sales Manager

Neurology Specialty Pharmaceutical Sales - July 2003 to July 2005

Mylar Bertek Pharmaceuticals, Triangle Park, NC

Neurology Pharmaceutical Rep covering parts of three states AL, GA, TN

Called on the Movement and Seizure Disorder Neurologist 80 % of my time with 20% calling

On Psychiatric Physicians caring for personality disorder patient population

Top 3 Sales Representatives in the Southeastern United States over the last 18 months

Presidents Club, 2004

Reason for leaving; Company sold to the UK, US division closed, after successful launch of a new Parkinson movement disorder drug launched.

Debbie L. Walker, BSN Phone: 256-808-9499

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Nashville, TN /Southeastern, US

Sales Representative

Long Term Care Division - Batesville, IN - April 1991 to June 2002

Sold Medical Capital equipment and rental therapy products, Territory Manager covering Birmingham and North Alabama territory for a major fortune 500 medical Equipment Company

Managed sales to 237 major medical facilities with multiple levels of decision makers

Twice named Territorial Sales Manager

Long Term Care Division - 1999 to 2000

Achieved Gold Standard recognition coming in at 120% of Plan; or higher for 9 Consecutive years, 1993 - 2001

#1 in Capital Sales and in the top 10% of Therapy Rental nationally 4 consecutive years

Presidents Club ten years

Marketing Liason Nurse

Lakeshore Health and Rehabilitation - Birmingham, AL - April 1990 to April 1991

Marketed all rehab services inpatient and outpatient to acute care facilities net working with discharge planner and physicians out of Birmingham and North AL

Registered Nurse

Carraway Medical Center - Birmingham, AL - June 1984 to April 1991

Specialty Areas: Trauma/Medical ICU, CCU, Cardiac Intensive Care Unit

EDUCATION

Bachelor of Science in Nursing

University of Alabama in Birmingham - Birmingham, AL

1984

SKILLS

medical and pharmaceutical sales (10+ years), Licensed Producer health and life with nursing and medical/ pharmaceutical sales (Less than 1 year), certified numerous sales certifications (10+ years), organized. energetic. over achiever (10+ years), Account Management (10+ years)

CERTIFICATIONS

Professional liscensed Insurance Producer Health andLlife

November 2016

Health and Life Insurance Producer License

November 2015 to November 2016