

RITA MEDINA

Chicago IL
Rmmo1969@gmail.com

I am a self-motivated individual with vast experience in medical sales in Central America. I specialize in customer retention strategies and prospecting new clients.

EXPERIENCE

FEBRUARY 2010 – DECEMBER 2015

MEDICAL SALES, PFIZER GUATEMALA, GUATEMALA CITY, GUATEMALA

Coached the speech events for Pfizer Guatemala new medicine launches - Coached annual pharmacy congress as customer appreciation from Pfizer - Follow up with physicians to ensure their questions and Pfizer related needs are fulfilled - Planned and execution of sales strategies to major pharmacy chains.

JANUARY 2000 – JANUARY 2010

CENTRO DISTRIBUIDOR, GUATEMALA CITY, GUATEMALA

Visited major and minor pharmacies in designated district to obtain sales orders and submitted them to distributor.

NOVEMBER 2008--JANUARY 2010

PANADERIA BELEN, GUATEMALA CITY, GUATEMALA

Commercial baking production, Guatemalan muffins, cupcakes, Tres Leches, cold fruit cakes, nuggets, etc.

EDUCATION

AUGUST 2017 – MAY 2022

BS IN BUSINESS ADMINISTRATION, ST. AUGUSTINE COLLEGE, CHICAGO, UNITED STATES

GPA 3.8 out of 4, my BS has a concentration in small business. My degree has trained me to apply strategies to reach sustainable growth for small businesses and pinpoint the pros and the cons when competing with bigger and more establish competitors.

APRIL 1993

AAS INDUSTRIAL ENGINEERING, RAFAEL LANDIVAR UNIVERSITY, GUATEMALA CITY, GUATEMALA

Academic Honors diploma, this associate degree was focused on the optimization of manufacturing products without compromising standards of quality.

SKILLS

- English: Business proficient, currently developing business/conversational fluency.
- Spanish: Native Speaker, Fluent verbally and in writing/composition
- Basic knowledge of Microsoft Office, Word, Excel, and PowerPoint.
- Customer service oriented.
- Resilient under pressure and challenges.

ACTIVITIES

I am in the process of obtaining certification to care for a feral cat colony in my community. I follow a practice of catch/spay or neutered/vaccination/release and this is my compassionate way to give back to life. I also love to volunteer in different activities at my local church, such as cooking meals for people in need and preparing religious material for catechesis for children and adults.

JULY 2014

PFIZER CENTRAL AMERICA AND THE CARIBBEAN

Sales Excellence Award

SEPTEMBER 2012

INTECAP GUATEMALA

Certificate in Flower Arrangements.

Certificate in Commercial Pastry

Certificate Intermediate knowledge of MS Office.

CASA DEL NIÑO (ORPHANAGE)

Supervised children ages 5-10 two weekends a month, from 1994 to 2000

Catechize children

Participated in various fundraising activities

References

- Available upon request