

## PROFESSIONAL HEALTHCARE REPRESENTATIVE

### Summary

Dynamic sales professional delivering documented success in driving product growth through strong sales skills and patient focus. Detail oriented, while utilizing communication skills that have a direct and personable approach. Proficient in handling new product launches from inception to completion in both independent and collaborative work environments. Background encompasses almost 15 years of experience in pharmaceutical sales selling to an array of specialties including general practitioners, internal medicine, family practice, endocrinologist, rheumatologist, neurologist, obstetrician/gynecologist, geriatric medicine, orthopedics, pulmonologist, gastroenterology, urology and cardiology. Further call points made to hospital accounts local to territory. Additional professional experience includes nursing experience ranging from surgical assistance to care in the neonatal intensive care unit.

### Accomplishments

- 2017 - People in Culture Lead for Atlanta East
- 2017 - Awarded "Championship Culture Award" (Peer Selection)
- 2016 - People in Culture Lead for Atlanta East
- 2015 Capital S card winner
- 2014 Capital S card winner
- **2011 Summit Winner - Ranking 3/55 (141.63% Attainment)**
- 2011 Contest Winner - Q1 Kick it in Gear Contest (%NRx Volume Growth)
- 2011 - Finished 2nd in Q2 IEM MS-AL Surge Contest (Lyrica TRx Growth)
- 2011 Contest Winner - 2nd Semester Team Contest (Celebrex TRx Growth)
- 2011 - First in Region to hit 5% Market Share for Pristiq
- 2009 Contest Winner - 3rd Qtr Regional Market Share Contest
- 2008 - Selected Representative for State Medical Meeting
- 2008 - Finished in Top 25%
- 2007 - Contest Winner - 1st Semester First in Class Travel Card
- 2007 - Contest Winner - Retention Bonus for Territory / District
- 2007 - Finished 2nd Highest Exubera Sales out of 200 Searle Representatives
- 2007 - Contest Winner - Regional Summer Contest (Market Share Growth for Lyrica and Celebrex)
- 2007 - Finished 9/200 in Central Area
- 2006 - Finished in Top 15% in Central Area
- 2006 - Ranked