

## TERRITORY SALES CONSULTANT

### Career Focus

Talented sales professional who effectively multi-tasks and consistently achieves and exceeds business objectives with a customer-centric approach. Develops long-term relationships and establishes loyalty with customers. Ability to adapt to an evolving marketplace and grow with new roles and responsibilities.

### Summary of Skills

- Background in GPO and formulary processes Experience in specialty, hospital and primary care sales and injectable medications
- Skilled in new product and new indication launches.
- Adept in providing in-services and training to clinical staff
- Trained in pricing, gross profits and margins.
- Broad knowledge of osteoporosis, women's health, men's health and musculoskeletal pain. Excellent communication skills.
- Customer focused
- Highly motivated
- Accomplished in relationship selling

### Professional Experience

Company Name August 2013 to Current Territory Sales Consultant

City , State

- In charge of growing a \$9 million territory.
- Quickly learned a vast array of products, associated terminology, competitors, trends, challenges, reimbursement and government regulation.
- Responsible for long-term relationship building between the customer, Cardinal Health, and other professional organizations (Group Purchasing Organizations, etc).
- Set up trials and provide in-services and training to clinical staff on proper use of various medical products.
- Work closely with decision makers in hospital settings (Value Analysis Coordinators, Materials Managers, Clinical Educators, Team Leads, Contract Managers, Wound Care Nurses, etc).
- Provide pricing and savings while maintaining a profitable GP.
- Voted MVP of CAST II training.
- Finished my first fiscal year at 98.7% to plan, 23.90% growth over previous year, and first on my team.

Company Name January 2007 to July 2013 Pharmaceutical Sales Representative Program

Coordinator

City , State

- Strong Sales and Promotional Results: Nominated for Rookie of the Year after a top 11% ranking my first year with Lilly.
- Awarded 3 incentive trips for top territory and district sales performance.
- Highest average SOM in the district in 2012 following a new indication launch.
- Launched 3 new indications for 3 different medications.
- Invited to be a part of the Future Marketers of the West and was instrumental in bringing the Future Marketers to the Midwest.
- Chosen by management to represent Lilly at a National OB/GYN conference in Chicago.
- Recognized as the district Q4 2012 and Q1 2013 Exceptional Customer Experience award winner.
- Developed the Unity Champ role to assist in strengthening a new team of sales representatives.
- Responsible for Selling a Variety of Disease States and to Multiple Specialties: Built strong relationships with Rheumatologists, Pain Management specialists and OB/GYNs.
- Experience selling all facets of an injectable medication.
- Given responsibility for the specialty representatives' territory calling on neurologists and anesthesiologists who treat chronic pain.

- Disease state knowledge and selling experience in osteoporosis, women's health, men's health and musculoskeletal pain.
- Coordinated osteoporosis trainings within clinics.
- Mental Health /Licensed Mental Health Practitioner.

Company Name November 1994 to January 2007 Fitness Instructor  
City , State

- Supervised and administered the Youth in Crisis program and Youth Assessment Center clinical programs.
- Oversight of all aspects of the programs including budget allocation, quality assurance, and training.
- Developed and implemented the case management program.
- Served as liaison to families and community resources.
- Provided individual, group and family therapies in outpatient, residential and detention settings.
- Trained clinicians and detention line staff on suicide assessment and crisis intervention.
- Farrell's Extreme Bodyshaping.

#### Level II Instructor

- Responsible for leading kickboxing and resistance training classes.
- Motivate and inspire participants to improve their fitness level.
- Encourage healthy lifestyles through exercise and proper nutrition.
- Coached 2 separate 10-week session teams to top 3 finishes.
- Develop and implement challenges for Farrell's participants.

#### Education

University of Nebraska - Lincoln Master of Science : Marriage and Family Therapy Marriage and Family Therapy

University of Nebraska - Lincoln Bachelor of Science : Human Development Human Development Professional Affiliations

I am a Licensed Mental Health Practitioner Vice President of the Mesa Verde Townhouse Association 2012-Current Nebraska Juvenile Justice Association board member 2001-2006 04/2010 to Current Lincoln, NE 1994 Lincoln, NE, USA 1991 Lincoln, NE, USA

#### Skills

budget, case management, Excellent communication, crisis intervention, government, Materials, Mental Health, 98, OB/GYN, Pain Management, pricing, primary care, processes, Purchasing, quality assurance, relationship building, Selling, Sales, Wound Care