

KEY ACCOUNT MANAGER

Summary

Accomplished pharmaceutical and medical device senior sales specialists with over 25 years of experience. Proven track record in prospecting, consultative sales, new business development and customer retention. Proficient in sales presentations, introducing and detailing products and conducting in services with physicians, staff, C-Suite and OR technicians. Keen ability to identify customer needs, provide solutions and utilize well developed skills to close business. Highly motivated, enthusiastic and committed to exceeding expectations.

Highlights

- * Pharmaceutical Specialty Sales
- * Strategic Account Management
- * New Product Launches
- * Managed Care
- * Key Account Management
- * Medical Device Sales
- * Key Opinion Leader Development

Accomplishments

- 07'08'09'10 awarded regional performance fund for outstanding sales and work ethic
- Consistent Achievers Award 25 out of 25 years
- 2003-2004 Winner of the Tactical Action Unit of the Year Award
- 2005 Member of the Region of the Year
- 4-time Divisional Product Contest Award Winner
- 2012- Finished top 3

Experience

Company Name January 2011 to April 2015 Key Account Manager

- Responsible for the accounts management of 40 hospitals and medical centers.
- Developed Physician and KOL's relationships to expand territory growth.
- Provide on site product expertise and consultation to Pediatric Urologists while in OR.
- Assigned as district leader in training and consulting in the northeast.
- Responsible to build relationships with C-Suite and quality personnel within the institution.
- Conduct training on ever changing healthcare landscape to northeast region.

Company Name January 2005 to January 2011 Senior Institutional Health Care Sales Consultant
City , State

- Responsible for driving sales of Zyvox, Vfend, Tygacil and Relistor among hospital accounts: Hartford Hospital, St. Francis, University of Connecticut, Mid State and Manchester
- Responsible for coordinating several projects between Pfizer Groton and Specialty Care BU
- Hand selected by Specialty Care BU to lead Groton/Hartford Hospital C-Suite Initiative
- Demonstrate strong intra-team cooperation to execute cross cluster business strategies that consistently provide added customer value delivery
- Provide high level educational presentations to customers including surgeons, infectious disease, pulmonologist, vascular, hematology/oncology, transplant, wound center, podiatry, pharmacy
- Based on an assessment of consumer disease and chronic care trends and healthcare needs, successfully led the introduction of products into the healthcare arena.
- Negotiated with Hospital pharmacies to ensure products were available for healthcare providers on multiple formularies
- Worked with long term care facilities to ensure products were available to all facilities.
- Successfully collaborated with peers to develop strategic operations, financial and quality objectives. Aided peers in implementation and issue resolution

- Developed highly successful team business goals and initiatives. Monitored results to ensure compliance with strategic objectives
- Developed and preformed regional strategic initiatives to address market specific issues.
- Conducted detailed competitive analysis to determine appropriate marketing and sales strategies.
- Maximized Pfizer resources and upper management to enhance high level KOL relationships and leverage Pfizer strengths toward various victories within the institutions.
- Worked closely with Regulatory Affairs to keep compliant and within guidelines with all promotional activities Major Awards included
- 07'08'09'10 awarded regional performance fund for outstanding sales and work ethic
- Consistent Achievers Award 14 out of 14 years
- 2003-2004 Winner of the Tactical Action Unit of the Year Award.
- 2004