

MARKETER / ADMINISTRATOR

Professional Summary

Administrative, Healthcare & Pharmaceutical Sales Dedicated and motivated professional with a strong background in Medical, Pharmaceutical & Dental Sales and New Business Development. Years of successful experience consulting and training on multifaceted projects, developing and implementing effective promotional techniques, and facilitating profitable relationships with a wide range of clients and key business partners. Called on various clinical representatives in the areas of cardiovascular, endocrinology, respiratory care, internal medicine, emergency services, primary care, hospitals, and pharmacies. Consistently recognized for outstanding contributions to the bottom line and solid reputation for surpassing specified sales and revenue objectives.

Commended for organization, perseverance, efficiency, and priority management skills. Computer savvy and familiar with many modern systems and applications including Windows, MS Office Suite, and Salesforce.com. Areas of Strength Consultative Selling * Account Management * Business Development * Customer Relations * Client Retention * Training & Team Building * Networking & Prospecting * Clinical Administration * Strategic Planning * Territory Management Director of Marketing * Process Improvement * Office Management * Revenue Generation *

Core Qualifications

- Account Management
- Creative Problem Solving
- Territory Sales Experience
- Leadership training
- Mentoring
- Customer Focused

Experience

Company Name January 2014 to July 2014 Marketer / Administrator

City , State

- MANAGED ALL INTERNAL OFFICE EMPLOYEES; PAYROLL AND THEN SPENT 80% OF MY DAY AS DIRECTOR OF MARKETING.
- ANSWERED TO PRESIDENT OF COMPANY.
- CALLED ON CARDIOLOGISTS, NEUROLOGISTS, PAIN MANAGEMENT, DENTAL, WEIGHT LOSS CLINICS, PCP'S, INTERNAL MEDICINE, PSYCHIATRISTS ETC.
- Transferred with my husbands job from Kansas to Texas and then had to deal with some family issues that kept me from looking for work til 8/15/13 so had been actively looking for only 2 months.

Company Name January 2009 to October 2012 Executive Dental Oral Healthcare Representative

City , State

- Effectively promoted a full line of dental healthcare products including Sensodyne paste, Sensodyne Isoactive for Dentin Hypersensitivity, ProNamel for Acid Erosion Protection (Adults & Children), Aquafresh Enamelock, Aquafresh Isoactive, and Biotene for Xerostomia.
- Successfully sold to physicians, hygienists, and other practitioners while consistently increasing regional market share, boosting revenues, and meeting organizational goals. Trained at the dental and hygiene schools.
- Championed and established the first Sales Council Leadership Team for Oral Healthcare division Ranked