**JAN L. BERGER**

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**Summary of Qualifications**

Sixteen years of professional pharmaceutical sales experience selling prescription drugs, vaccines and over-the-counter products to physicians, pharmacists and hospital staff. A self-starting sales professional recognized for quick & successful sales and managerial response, focus on details, and strong relationships with customers, management and team members. Most recently, two years of creative sales and marketing experience in the competitive design field. Proven abilities in:

• Key Account Management • Business Relationships

• New Product Launches • Strategic Planning

• Organizational Skills • Developing Customer Loyalty

**Professional Experience**

**Thea’s Interiors, Portland, Or. 2010-Present**

* Sales to both interior designers and the general public. Involved in the product rental of quality inventory to Grimm, Portlandia and Leverage television programs which increased business profits and store visibility. Locating and rental of unique merchandise for the professional use of catalog photograph staging.
* Merchandising and staging of unique pieces in store and window displays for maximum visual impact. Posted products online to increase sales and bring new customers into the store. Initiated a “store front” grant from the City of Portland, which improved curb appeal of the location, and increased traffic into the store.
* Inventory procurement of interesting and distinctive antique and vintage inventory to increase the store’s competitive advantage. Organize and control of inventory for maximum profits

**GlaxoSmithKline Inc./Marion Merrell Dow Inc. 1992 – 2009**

**Pharmaceutical Sales/ Senior Healthcare Specialist**

* Pharmaceutical sales which included sales to physicians, pharmacists, and hospital staff. Increased product usage as measured by both number of prescriptions written and OTC product sales, each and every selling period.
* rofiled physician office targets, and routinely developed reach and frequency call plans to insure territory success. Successful Lunch and Learn seminars on a weekly basis. Developed successful sales call approaches within FDA guidelines. Managed material inventory for maximum territory benefit. Set priorities and managed my territory, resulting in routinely exceeding specified territory sales goals.
* Certified Smoking Cessation Counselor - Counseled individual smokers on how to quit smoking at community events as a “push–pull” marketing tactic.
* Proficient at learning and retaining product knowledge and related disease states. Adept at transforming that knowledge to a discussion of disease treatment, while professionally and ethically discussing my products versus competitor products.
* Extensive Microsoft Word computer skills to successfully manage pre-call planning, inventory management, call reports, expense reports and the analysis of market trends.
* Selected as one of two sales representatives to continue with the sales team for SmithKline Beecham after they acquired the smoking cessation branch of Marion Merrell Dow.

**Kimberly-Clark Corporation 1987 – 1992**

**Senior Sales Representative**

* Generated $10+ million dollars sales, with 8-10% sales increases annually, of Kimberly-Clark products to key accounts in the Portland Metro area.
* Created promotional campaigns with key accounts in the marketplace to promote Kimberly-Clark Products. Main promoted product lines included Huggies diapers, Kleenex Facial Tissue and Kotex Feminine Hygiene. As a Kimberly-Clark Team Leader for Albertsons, coordinated promotions with other Kimberly Clark representatives to ensure marketing and sales consistency in the Oregon, Washington and Idaho markets.
* Promoted products at special events in the community such as trade shows, community activities, and charity events.
* Successfully gained distribution of all new product lines in the marketplace, and routinely secured prime product placement on shelf schematics for prime product placement on store shelves.

**Awards**

* Sales Representative of the year 3 of 5 years: Kimberly Clark Inc.
* Five Director’s Awards: GlaxoSmithKline Inc.

**Education and Training**

Bachelors in Business Administration, with emphasis in Marketing

Lundquist College of Business, University of Oregon; Eugene, Oregon

**Associations**

LinkedIn Profile: http://www.linkedin.com/pub/jan-l-berger/17/b90/b93

Alpha Phi Sorority member and past president

Multnomah Athletic Club

Aurora Historical Society

Native American Chamber of Oregon