**KEELY L. BARBER**

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**OBJECTIVE:** An entrepreneurial and organizational position in medical and pharmaceutical industries which will enable me to challenge my interpersonal and business skills while utilizing my experience with increasing sales and establishing quality client relations.

**SUMMARY OF QUALIFICATIONS:**

* 18+ years experience in the pharmaceutical sales industry.
* Instrumental in problem solving and streamlining to improve departmental practices and efficiencies.
* Increased products sales in main accounts by 25 percent in volume.
* Organizing, planning and managing time and territory for optimum productivity and results.
* Proven ability to develop and execute marketing programs that contribute to business growth.

**EDUCATION:**

**University of Delaware**, Newark, DE (1994-1999). Graduated with a Bachelor’s Degree of Fine Arts with a concentration in photography.

**SALES EXPERIENCE:**

**Dechra Veterinary Products Territory Manager**

July 16, 2017 - April 1, 2020 Maryland & District of Columbia

* Compete in Veterinary Endocrinology, Dermatology, Anti-Infective, Pain Management and Surgical Suite Markets.
* Responsible for the promotion of Vetoryl, Zycortal, Vetivex, Antibodic and Dechra Dermatology line of products to area Veterinarians.
* Instrumental in conducting educational seminars to Veterinarians and veterinary staff on key products, disease management, selling skills, inventory management, customer service and web application programs.
* Appointed Regional Salesforce Expert with the responsibility of training entire region on the Salesforce program to maximize the benefits of the program.
* Finished above company set sales goals for each fiscal quarter and fiscal year.
* Conducted multiple Distribution training meetings.
* Selected by Regional Manager on multiple occasions to deliver effective selling skills presentation at regional and area sales meetings.

**Merck Animal Health Senior Customer Representative**

March 19,2007 - January 3, 2017 Baltimore North Territory

* Compete in Veterinary vaccine, Parasiticide, Otic and Microchip Markets
* Responsible for the promotion of Bravecto, Nobivac Vaccine, Posatex line of products to area Veterinarians.
* Instrumental in conducting educational seminars to Veterinarians and veterinary staff on key products, disease management, selling skills, inventory management, customer service and web application programs.
* Received Outstanding Representative award in 2009 for total sales and growth over all therapeutic areas.
* Raised total sales in the territory from $1.2 M in 2007 to $5.7 M in 2016.
* Finished at or above set company quotas for every quarter since 2007 with top regional and company

performance in 2009, 2011, 2014, 2015

* Appointed to Vaccine and Otic brand team with responsibilities of collaborating with Marketing to develop detail pieces, resource App for the salesforce, promotions and distribution training.
* Conducted multiple Distribution partner training meetings.
* Selected as a Distribution Ambassador with further responsibilities of training, problem solving, special promotions and incentive explanation.
* Established successful account relationships with Veterinarians, Office Managers and support staff which has lead to an increase in market share of each promoted product.
* Selected by Regional Manager on multiple occasions to deliver effective selling skills presentation at regional and area sales meetings.
* Promoted to Senior Customer Representative in 2013 for excellence in performance.
* Designated as product expert (for Nobivac Vaccines) and chosen to train new hires on these products.

**Prometheus Laboratories Technical Sales Specialists**

March 7, 2005 – March 19, 2007 Fairfax, VA Territory

* Compete in Crohn’s Disease therapy and Gastroenterology Diagnostic testing market
* Responsible for the promotion of Entocort EC and Specialty Diagnostic testing to Gastroenterologists and Hospital Laboratory Directors through hospital programs, grand rounds and sales calls.
* Finished 2005 ranked 6th in the nation for weighted percent to goal attainment. Finished 116% to plan average for all four products.
* Currently ranked number 4 in the nation for Thiopurine diagnostic testing, ranked 16 for IBD diagnostic, ranked 23 for Celiac diagnostic and ranked 21 for Entocort EC of 94 representatives.
* Completed preseptorship in Gastroenterology

**AstraZeneca Pharmaceuticals Professional Sales Specialists**

April 2000 – March 19, 2005 Bethesda, MD CNS Specialty Care

* Compete in Atypical Antipsychotic and Proton Pump Inhibitor markets.
* Responsible for promoting AstraZeneca’s Central Nervous System products to specialty physicians through sales calls, hospital programs, lectures and pharmacy pull through programs.
* Appointed Resource Manager of the district to review clinical studies, text books and various sales and medical literature to insure maximum use, importance and compliance of the resources that are available.
* Raised market share of primary drug from 14.9% in April 2002 to 23.4% in June 2004 and was ranked in the top ten of Philadelphia Business Center in 2003.
* Awarded Share option award in 2003 for overall contributions to company and selling team.
* Increased prescription volume in the territory (3.81%) from baseline over the regional (1.0%) and national (1.94%) averages through June 2004.
* Finished the year 2002 115% to plan, 2003 102% to plan and 104% to plan from January 2004 through September 2004.
* Awarded Rookie of the year award in January 2001 and promoted to speciality position.
* Completed preceptorships in Psychiatry, Neurology and Gastroenterology.

## Alliant Foodservice Alliantlink.com Sales Manager

### March 2000 – August 2000 Philadelphia Metropolitan Market

* Promoted to assume role of key player in the launch of Alliantlink.com.
* Coordinated efforts of territory managers and distribution house.
* Assisted marketing and development departments in providing detailed feedback from clients on website features and potential improvements.
* Formerly one of four Alliantlink.com Sales Managers on target for meeting company on line ordering objectives.
* Cultivated relationships with new and potential customers, built rapport with existing customers, and increased product sales.
* Territory manager for four primary accounts with responsibilities for 65 additional accounts.

**COMPUTER SKILLS:**

Systems: Macintosh, PC, iPad

Software: Windows 10, Microsoft Word, Microsoft Excel, Microsoft Powerpoint, Mac OS X 10.1, Pages,

Keynote, Pages, Numbers, IRep, Veeva, Salesforce, Concur, Motus

References furnished upon request.