

Professional Summary

Results-driven sales leader with a proven track record of driving growth and exceeding targets in the pharmaceutical industry. Passionate about embracing new challenges and delivering exceptional results. Skilled in pharmaceutical sales, industry dynamics, and sales effectiveness, with a strong ability to lead cross-functional teams and drive business success.

Professional Experience

Regional Sales Director (SA09)

Inazuma.co | January 2020 - Present

Senior Sales Manager (SA07)

Pfizer Inc. | June 2018 - December 2019

Key Achievements:

- Achieved 25% YoY sales growth in the first year, exceeding regional targets.
- Successfully launched three new products, resulting in a 30% market share increase.

Responsibilities:

- Managed a team of sales representatives across two regions.
- Developed and executed regional sales strategies.

Sales Manager (SA05)

GlaxoSmithKline | March 2015 - May 2018

Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak achievement of 120% of target.
- Improved sales team's performance by 40% through targeted training and coaching.

Responsibilities:

- Led a team of sales representatives in a single region.
- Collaborated with cross-functional teams for product launches.

Sales Representative

AstraZeneca | January 2012 - February 2015

Key Achievements:

- Ranked among the top 10% of sales performers in the first year.
- Built strong relationships with key healthcare professionals, resulting in a 50% increase in prescriptions.

Responsibilities:

- Called on healthcare professionals to promote products.
- Provided product information and support to customers.

Education

Master of Business Administration (MBA)

University of Oxford - Saïd Business School

Relevant Coursework:

- Marketing Strategy
- Sales Management
- Pharmaceutical Industry Dynamics

Technical Skills

Sales and Marketing:

- Pharmaceutical Sales
- Sales Effectiveness
- Market Analysis

Industry Knowledge:

- Pharmaceutical Industry
- Regulatory Compliance
- Product Launch Strategies

Leadership and Management:

- Team Management
- Strategic Planning
- Cross-Functional Collaboration