

Elena R. Castillo

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Professional Summary

Pharmaceutical sales professional with 5 years' experience delivering results in the healthcare sector. Adept at relationship-based sales, remote client meetings, and consistently achieving or exceeding sales targets.

Core Competencies

- Remote Sales Presentations
 - Healthcare Client Relations
 - Objection Handling
 - Product Launch Promotion
 - CRM & Data Tracking
 - Territory Management
 - KPI Attainment
 - Pipeline Development
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Professional Experience

Pharmaceutical Sales Rep

SunHealth Pharma | Phoenix, AZ | May 2019 – Present

- Managed remote territory sales, closing \$1.8M in product annually
- Conducted daily phone/Zoom meetings with healthcare professionals
- Achieved 120% of annual sales quota, 2021–2023

Medical Sales Associate

CuraMed Devices | Tucson, AZ | Jun 2017 – Apr 2019

- Built relationships with clinic buyers via phone/email outreach
 - Coordinated post-sale product training sessions
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Education

B.S. Biology, Arizona State University

Technical Skills

Salesforce | Excel | Zoom

Languages

English (native), Spanish (fluent)