

SCIENTIST

Experience

08/2016 to Current

Scientist Abcam Plc 1/4 Fremont , CA

- Team sponsors: Medimmune, AstraZeneca, Pfizer, etc.
- Department: Immunochemistry Develop analytical methodologies and strategies needed to test pharmaceutical products; this includes method development, data interpretation, formulation and stability support, product characterization and method qualifications.
- Develop and deliver scientific presentations, and also prepare clear and concise data interpretation and contribute to regulatory filings.
- Create reports, manuscripts, proposals and technical manuals for use by other scientists and requestors, including sponsors and customers.

06/2012 to 06/2016

Sales Rep/Project Manager ANTHONYS CONSTRUCTION CO 1/4 STATE

- Oversaw all steps of construction processes from the initial quote to final customer approval on various projects such as roof reconstructions, bathroom/kitchen remodels and full home restorations.
- Negotiated prices, terms of sales and service agreements with customers by means of a quote, contract and finishing invoice.
- Managed 5-10 construction workers on different projects, and oversaw that all compliance and standards were upheld to state regulations and customers approval.
- Presidents club (met and exceeded sales quota) all 4 years of employment Ranked 5th/47 reps in 2015 Ranked 8th/43 reps in 2014 Ranked 9th/44 reps in 2013 Exceeded team sales goals by 17-29% (\$30,000+ in exceeded profitability) for each year from 2012-2016.
- Increased sales volume for company by over 11% from 2012-2016 during the months of May-August by adding numerous accounts/projects in the South Texas territory.
- Sales rep of the quarter for Q2 in 2015 and 2016 in South Texas Regional sales rep award for Q2 in 2015 Employee of the quarter in 2015 for South Texas Newcomer of the year in 2012 for South Texas.

08/2014 to 08/2015

Dental Intern WILLIAMSBURG CENTER FOR DENTAL HEALTH 1/4 City , STATE

- Performed 150 hours of shadowing of Dr. Stacy Sparkman-Hall Sat in on numerous meeting with medical salesperson about new and upcoming products that could be beneficial to Dental health.
- Gained knowledge on the differing solutions and effects of dental procedures and products that contribute to overall dental health.

Education

2016

BACHELOR OF SCIENCE : BIOLOGY/PRE Longwood University 1/4 City , State GPA: 3.18 BIOLOGY/PRE 3.18

Relevant coursework: Organic chemistry, Biochemistry, Biomedical ethics, Genetics.

Summary

Experienced scientist, and talented sales professional who effectively multi-tasks and balances customer needs with company demands. Efficiently builds loyalty and long-term relationships with customers, while consistently reaching sales targets. My driven personality, experience in the pharmaceutical development and sales fields can combine to be the perfect template to becoming a valuable asset for you and your company.

Personal Information

Develop strong personal relationships with a variety of differing governing entities within the local and national community. Motivate individuals to accomplish strong goals set by myself in areas such as philanthropy and finance. Create budgets and follow budget reports using Excel of over \$50

Interests

President of Phi Kappa Tau fraternity (2013-2015)

Highlights

Healthcare knowledgeable Motivated/Energetic Strong interpersonal skills Teachable Creative self-starter Scientifically savvy Goal Driven Aggressive, yet persuasive

Skills

Biochemistry, chemistry, Strong interpersonal skills, concise, Genetics, interpretation, persuasive, presentations, processes, proposals, Sales, Sat, scientific, self-starter, technical manuals

Additional Information

- ACCOMPLISHMENTS President of Phi Kappa Tau fraternity (2013-2015) Develop strong personal relationships with a variety of differing governing entities within the local and national community. Motivate individuals to accomplish strong goals set by myself in areas such as philanthropy and finance. Create budgets and follow budget reports using Excel of over \$50K in cash flow. Raised over \$8,000 in one semester to pay off pre-existing debt to national headquarters. Awarded star award from national organization for philanthropy, community service, finance and recruiting during presidency. Awarded member of the National Society for Leadership and Success (2013-2016) Attend meetings and conferences with like-minded individuals who share advice on how to become a better leader, which in turn can provide you with the necessary tools to become successful in your everyday endeavors. Attend speaker seminars such as Trevor Noah and Curt Menefee. Scientific Research in School (2013-2015) Helped launch a new scientific project with Dr. Beach at Longwood University using PCR analysis of Deer excrements for an animal conservation project. Member of Alpha Lambda Delta (2012-2016) Scholastic membership for achieving over a 3.5 GPA your freshmen year, then holding a certain GPA throughout tenure at your University. Held leadership roles for this scholastic club. Member of Longwood's D1 Men's Soccer team (2012-2014) Skillful in all Microsoft applications such as Word, Excel, etc.

