

AMANDA EUBANKS, MS

251.422.3269 | amanda.eubanks777@yahoo.com
Dallas, TX 75252
<https://www.linkedin.com/in/meubanks2>

Forward Thinking Leadership and Client-First Mentality

Self-motivated and accomplished Sales Manager. Natural analytical leader with an exceptional ability to create and motivate high-performance sales teams to over-achieve in ultra-competitive markets. Combined expertise in strategic and tactical planning while exceeding sales goals. Able to work both independently and in a team.

Key Skills & Expertise

- ✓ Leading Diverse Sales Teams
- ✓ Developing Regional KOLs
- ✓ Mathematical Modeling, Analysis, Data Interpretation & Problem Solving
- ✓ Built Statistical Analysis Models on Large Data Sets Using SAS & SPSS Software
- ✓ Emotional Intelligence
- ✓ Strategic Planning & Leadership
- ✓ Worked with SQL Programming Language
- ✓ Proficient in Microsoft Office & Excel
- ✓ Interpersonal & Communication Skills
- ✓ Strategic Direction in Planning & Targeting
- ✓ Sales Experience using Payer Analytics
- ✓ Client Relationship Management & Retention
- ✓ Conflict Management & Resolution
- ✓ Cross-Cultural Relationship Building
- ✓ Motivational Team Building
- ✓ Utilized Salesforce Based Software to Manage Customer Contacts, Service, & Tracking
- ✓ Budgeting & Financial Reporting
- ✓ Cost Reduction & Avoidance
- ✓ Planning, Prioritization & Product Launches
- ✓ Methods in Descriptive & Inferential Statistics
- ✓ Advanced Work Ethic
- ✓ Client Relationship Management, Data Maintenance & Customer Retention

PROFESSIONAL EXPERIENCE

GLAXOSMITHKLINE PHARMACEUTICALS, Research Triangle Park, NC

2004 - 2019

District Sales Manager -Texas

2018 – 2019

Assumed a similar Pharmaceutical District Sales Manager role in Texas to lead a sales team of ten. Accountable for managing budget, controlling costs, and approving monthly Sales Rep expense reports. Travel 70% of the time throughout the territory to assist Reps on joint sales calls with customers and prospects.

- Recognition by leadership for consistently exceeding sales targets month-over-month.
- Realized market share growth rate of 100% in three months for track record of success.
- Provide ongoing, hands-on coaching and 1-on-1 guidance to each member of the team with a focus on open communication, reflection, and accountability.
- Collaborate with thought leaders and key speakers to lead peer talks within regulation compliance for the benefit of patients and positive impact to healthcare.
- Coordinated with an internal science team to present different product knowledge and industry training for employees, customers, and prospects.
- Deliver ongoing proficient training with the sales team, both as a group and one-on-one as needed.
- Accountable for resolving all customer issues and any internal team conflicts that arise.
- Oversee and direct performance reviews, promotion recommendations, and potential pay increases.
- Provide consistent hands-on support and guidance to each direct report to help them identify future career aspirations and advance internally within the company.
- Oversee the full life cycle of sales data acquisition funneling from district level data to individual territories in order to develop high-quality leads for business sales plans to meet and exceed goals.
- Utilize consistent analytic IMS DDD, Exponent and NPA prescription data for weekly/daily call planning, targeting, strategy, customer maintenance, territory management & diagnosis.

District Sales Manager Pharmaceutical - Alabama

2017 – 2018

Promoted to District Sales Manager; in charge of managing and leading ten sales representatives. Provided ongoing coaching and training to help employees succeed in performance measures, increase skills and potential for promotional opportunities. On joint sales calls with representatives in the field, collaborate to meet with key healthcare customers and prospects.

- Spearheaded daily efforts to motivate and lead reps to follow established go-to-market strategies, combined with balancing communication of product information with safety and efficacy.
- Jim McCormick Service Award nominee in 2017; recognized as a leader in the region who demonstrated excellence in developing people and teamwork.
- Led a new product launch for a first in class triple combination therapy for COPD.
- Developed and managed the District operating budgets; accountable for maintaining overall costs and staying within set budget goals and policies.
- Partnered with internal/external stakeholders to maximize client satisfaction and patient access.
- Devised semi-annual district business planning business plans describing how to pull through national and regional business strategies with strategic direction to generate high quality leads with effective shorter sales cycles and high conversion rates.
- Ensured full compliance of all legal and industry regulations requirements and policies.

Business Manager/ Project Manager International Assignment - Uganda, Africa 2016 – 2017

Chosen by leadership to be a key member of a small global program team as part of a high-profile international assignment in Uganda, Africa. Completed a six-month application and interview process and selected out of hundreds of applications globally. This particular role was tasked to be part of a skills-based volunteer program (as part of the Earth Institute at Columbia University), to help create and develop income-generating activities for women in an attempt to reduce incidents of HIV. This project required extensive management of people, budgets, business management and end-to-end project management expertise.

- Collaborated with Columbia University MBA students to create and execute sustainable financial business models for small business enterprises and team management with sound judgment.
- Implemented methods for starting entrepreneurship activities for the businesses to have a solid foundation and good management practices to prepare for sustainability and product sales.
- Spearheaded successful effort to ensure businesses were legal and registered as CBOs.
- Diagnosed problems and root causes of the business's financial distress.
- Restructured the small business enterprise through sound decision making; coached and developed the management team and started a second small business enterprise through management skills.
- Instituted coaching and developing for the management team through management experience.
- Managed daily personal and staff safety issues that required attention, communication and influence.
- Dealt with extensive corruption at all levels of local leadership; the Director's words were "crisis management".

Pharmaceutical Sales Representative, Hospital and Specialty - Alabama 2004 – 2017

Charged with marketing and selling pharmaceutical respiratory, neurology, cardiology, urology, and respiratory biologic medications. Tasked with building existing relationships and identifying/closing new opportunities by understanding customer needs with healthcare customers, hospitals and IDNs in a large geography using business strategy and leads. Call point specialties included: Allergy, ENT, OB-GYN, Pediatrics, Retail Pharmacy, Respiratory Therapy, Pulmonology, Otolaryngology, Urology, Hospital, IDNs, Academic Institutions.

- Winner's Circle Award winner in FY'06, '07, '09; ranked in the top 2% of reps for FY'06, '07.
- Team Champion Award Winner for FY'09; ranked top 6% in the region for FY'09 proven track record.
- Managed KOL development proactively using interpersonal skills by brand.
- Graduated GSK's Emerging Leaders Development Program in 2015, a program for select employees who aspire to become leaders.
- Influence of key C-Suite and pharmacy decision makers at IDNs/Health Systems, Hospitals, and Independent and Group Practices using the consultative fundamentals for presentation purposes.
- Aligned with matrix partners to develop and implement consistent plans spanning in-patient to out-patient care to improve quality of care and reduce hospital admissions through commercial oriented call.
- Inspire Award recipient in 2016 as peer recognition for providing the most significant contribution to the team and seen as a consistent leader amongst peers.
- Overall Leadership Award in 2016 based on initiatives related to engagement, resiliency, team collaboration, capability development, and overall motivating leadership.
- Instrumental in closing hospital formulary wins with Ascension, Infirmary Health, & Community Medical Center- 2015 and 2016 by partnering with KOLs, Specialists, and P & T committee members.
- Independently managed full-cycle sales process, from initial contact to the close with impact.
- Spearhead solutions to improve system efficiencies, leading to boost representative confidence and address customer concerns quickly which persuaded a need for an effective upgraded system.

EDUCATION

Master of Science (MS), Mathematics
The University of South Alabama - Mobile, AL

Bachelor of Science Degree (BS), Mathematics | Double Minor, Computer Science and Business Administration
The University of Mobile - Mobile, AL

ADDITIONAL INFORMATION

Selected as an FBI Special Agent 2004