**Sabrina V. Gill**

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Exceptional leader with talent selling and marketing services and products for a total 25 years of including 10 years in the Medical/Healthcare Industry. Generating revenue in all market conditions. Excellent in quoting, negotiating and closing the deal. Outstanding relationship and partnership building, excellent presenter, and successfully maintained relationships while securing new accounts and expanding territory growth and revenue.

**MEDICAL SALES MANAGEMENT**

Core Competencies Client Needs Assessment Market Analysis

Comprehensive Medical Knowledge Expert Presenter Closing Sales

Pharm/Diagnostic Lab Experience Consultative/Direct Sales Referrals Management

Territory Growth Management New Product Launch Relationship Management

Business Development Forecasting Strategic Planning

Excellent Communicator Product Education Problem Resolution

Tech Support/Services Key Account Management Sales/Marketing

Client/Account Retention Contract Negotiations Managed Expenses/Budgets

**PROFESSIONAL EXPERIENCE**

**Labpharm** **Chicagoland/Northwest Indiana**

*Regional Executive June 2016 to Present*

* Introduced a new laboratory and pharmaceutical company to health care executives in the Chicagoland/Northwest Indiana Region
* Marketed the International Medical Research to physicians
* Managed detailed database of prospects; documented sales call to facilitate follow up
* Participated on weekly conference calls Implemented innovative strategies to the team
* Qualified leads; assessed need and recommended solutions; negotiated/implemented pricing, as well as, tracked competitive/market trends.

**Mercy Diagnostics**  **Northern Indiana/Northeast Ohio**

*Account Executive September 2014 to September 2016*

* Introduced a new Diagnostics Lab to the Northern Indiana territory.
* Successfully sold laboratory solutions, products and supplies in assigned territory
* Analyzed market and identified opportunities; dual role as AE Support
* Cultivated and maintained solid relationships with physicians, health care executives and top decision makers across medical organization in promotion of diagnostic solutions.
* Coordinated daily sales calls to generate business and site visits to maintained accounts
* Built solid relationships with physicians and the staff
* Managed an expense account/budget weekly
* Attended health care events and training

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**MacKenzie HealthCare South Chicagoland/NW Indiana**

*Account* Executive December 2011 to September, 2014

* Launched laboratory services and new products, such as, Allergy Testing, Cancer Screening/Tests, and pharmaceutical
* Respond to proposal, and quotation after assessments
* Maximized territory growth and provided product education to physicians, hospitals, and the patients
* Daily sales calls and follow up meetings
* Created and tracked competitive/market trends

**HealthCare InterAction NW Indiana/Chicago, Illinois**

*Account Manager*  *May, 2006 to November, 2011*

* Promoted home health services and house call physicians to homebound patients
* Worked closely with physicians, rehab units and hospital’s discharge worker to secure referrals
* Executed and participated in health fairs and collaborated with other health care agents for cross-marketing and events
* Provided in-service training, workshops, and seminars to educate health care executives and the community
* Executed promotions, events, and business development activities

**A&M/Perspective Records**  **Chicago, Illinois**

*Midwest Regional Account Manager*  *February, 1992 to May, 2006*

* Secured radio airplay and retail sales for recording artists. Coordinated promotional tours and concerts
* Implemented contests to generate awareness and exposure
* Planned and conducted consumers’ seminars/events and participated in national industry conventions

**EDUCATIONAL**

**Georgia State University**, Atlanta, Georgia -*Business Administration* – 1991

*Additional Education and Training*

* HIPAA Certified
* Certified Trainer-Family Education Demonstration Grant Project
* Certified Trainer –7 Habits of Highly Effective People Franklin-Covey
* Compliance Certified