

# Paula Miller

## Specialty Sales Professional

Crompond, NY 10517

[paulamiller594\\_3a3@indeedemail.com](mailto:paulamiller594_3a3@indeedemail.com)

914- 603-3991

Sales representative with a documented 20 year track record of success. Resourceful individual who has the ability to develop new accounts, maintain established accounts and consistently attain a significantly higher volume of repeat business.

Authorized to work in the US for any employer

## Work Experience

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### **SPECIALTY PHARMACEUTICAL SALES MANAGER**

SEVA ALLIANCE

September 2016 to Present

Called on Neurologists, gastroenterologists, dermatologists, rheumatologists, and addiction specialists go promote specialty pharmacy drugs. Worked for 3 pharmacies one in the Bronx, in White Plains and New Canaan CT.

Furthered relationships with existing clients but mainly brought in new business cold calling on new accounts. Psychiatry and Addiction Clinics are a new disease state but the numbers are good. Added 30 new Vivitrol scripts in January.

### **SPECIALTY SALES REPRESENTATIVE**

WOODHULL SPECIALTY PHARMACY

August 2015 to September 2016

ACCOUNT MANAGER

Called on Neurologists, Infectious Disease, Rheumatology and Oncologists.

Maintained existing business but also expanded into new physician groups, hospitals and private practices.

Cold called 5-10 new accounts every day.

### **DIRECTOR OF BUSINESS DEVELOPMENT**

VALUECARE PHARMACY

September 2014 to August 2015

- Prospect for new business using SALESPOINT - creating leads based on location, competitor market share and area businesses.
- Apply consultative sales approach to uncover and address physician needs.
- Present value proposition, promote different compounding medications according to patient needs.
- main physicians targeted are HIV, Crohns disease, pain management specialists, neurologists, and oncologists.
- Maintain ongoing communication with sales manager.
- Meet regularly with the Sales Training & Technology team for continuous payment and sales education.

## **DIRECTOR OF BUSINESS DEVELOPMENT**

WELL CARE PHARMACY

September 2012 to August 2014

called on Neurologists, infectious disease, Oncologists, Gastroenterologists to promote specialty pharmacy medications. Provided education for Well Care Pharmacy Market and Education on Specialty Pharmacy Programs to Infectious Disease Providers for HIV, Neurology for Multiple Sclerosis, Gastroenterology, Hepatology for Crohns and Hepatitis C, Oncology, Rheumatoid Arthritis, Dermatology for Psoriasis, Fertility Clinics and Transplant.

## **CLIENT RELATIONS DIRECTOR**

PATIENT CARE

August 2009 to August 2012

Called on Discharge Planning, Social Work Departments, Assisted Living Facilities, Nursing Homes and other referral sources in NYC Hospitals. Acted as a liaison between the referral source and Almost Family services of Skilled Nursing, Physical Rehabilitation and other medical services. Promoted services of geriatric education, wound care management, polypharmacy management, palliative care and diabetes disease state management.

Quota of 8 referrals each month. Did between 10 and 12 referrals per month.

Accounts:

NYU Hospital

Beth Israel Hospital

Hospital Of Special Surgery

Mount Sinai

NY Presbyterian

Cornell Weill Medical Center

## **SPECIALTY FIELD SALES**

WALGREENS

September 2006 to July 2009

Managed the Metro New York area calling on Neurology, Rheumatology, Gastroenterology, Oncology and Hepatology accounts to increase Specialty Pharmacy business. Expanded New York business area by growing business with physicians and nurses in key MS centers and Liver clinics in the New York Area to increase the number of referrals going into the New York Pharmacy. Developed and maintained relationships with Neurologists, Hepatologists, and other Specialty Physicians in major New York accounts i.e. Columbia Presbyterian Hospital, Mt Sinai Hospital, NYU medical Center, Westchester County Medical Center, and Montefiore hospital.

Quota was 100 % at goal dollar figure per quarter. I ranged between 113%- 120% per quarter.

## **INDEPENDENT RECRUITER**

PTM RECRUITING, Westchester County, NY

November 2005 to August 2006

Source candidates by using job boards such as Monster, Hot Jobs, and Careerbuilder.

Cold call into companies to find passive candidates for future placements.

Place pharmacists for large retail chains such as Target, and Safeway as well as in community independent pharmacies.

Recruit for various pharmaceutical companies such as Ranbaxy and Pliva for Formulation Scientists, Clinical Research Associates, and Scientists.

Recruit Validation scientists, Regulatory Affairs Managers, Directors of Business Development, Product managers, Quality Assurance specialists, Scientists levels 1-111, Clinical research associates and Research and Development candidates.

Partial client list includes Par Pharmaceuticals, Forest, Alpharma, Schering Plough, Medimmune.

## **HOSPITAL SALES SPECIALIST**

EISAI INC - Teaneck, NJ

July 2002 to November 2005

Accountable for managing hospital specialty products in the New York City Area Hospitals. Developed relationships with key hospital Emergency Room physicians and Neurologists.

\*Increased Cerebyx sales from \$81,563 to \$112,658 per month

\*Increased market share of Cerebyx from 47.2% to 62.1%.

\* Ranked in top 10% of nation in sales

\*Promoted Cerebyx to Emergency Department.

## **TERRITORY SALES SPECIALIST**

CEPHALON, INC - West Chester, PA

July 1999 to July 2002

Field called Neurologists, Pulmonologists, and Psychiatrists, Developed successful business plan and marketing strategy to

promote a line of anti-seizure and adjunctive anti-depressants

Increased Provigil sales from \$8,167 to \$92,773 within an 8 month period.

Increased Gabitril sales by 25%

Ranked in the top 10% of Sales District for Provigil sales

## **Specialty Sales Representative**

Bayer - White Plains, NY

April 1995 to July 1997

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## Education

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### **Bachelor of Science in EDUCATION**

FORDHAM UNIVERSITY

1986

## Skills

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- Microsoft Office
- Marketing
- Microsoft Excel
- Sales
- Salesforce
- Excel
- Business Development

- Communications