

Marjennyn D. Antazo

Professional Sales Representative

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ABOUT ME

Seasoned Medical Sales Representative with more than 9 years of experience in Pharmaceutical industries with excellent negotiation and proven track record of exceeding goals and increasing sales volume and company presence. Adept in account management and lead generation. Ability to increase sales and develop strategies to retain customers.

Eligible to live and work in UK. No sponsorship required.

CORE SKILLS:

Sales Strategy Implementation, Product Launch and management, Influential Negotiation Skills, Analytical Thinker, Business Planning, Problem-Solving, Customer Prospecting and retention, Communication Skills, Microsoft Word, Excel, PowerPoint, Result driven, Salesforce CRM

PROFESSIONAL EXPERIENCE:

United Laboratories Inc.

Professional Sales Representative

July 5 2018- July 15, 2022

- Successfully engaged and promoted respiratory products (Piptaz- Piperacilin Tazobactam, Tergecef- Cefixime, Zegen- Cefuruxime, IpraSal- Duavent)
- Ranked #3 Nationwide Sales Professional in 2020 and 2021 with over Php 35,000,000 in annual revenue
- Retained and increased clients' contracts by addressing issues and concerns and negotiated new contracts to new accounts in the territory.
- Conducted product presentation to hospital board members and therapeutics committee for product inclusion outlining optimal benefits and competitive advantage

Littman Drug Corporation

Medical Sales Representative

May 20, 2013-August 30, 2018

- Generate leads that turns to lasting clients of the Company.
 - Worked closely with National Manager and developed business plans that lead to increased sales.
 - Handled Cardio Vascular products (Besartan- Losartan hcl Timiflo-Clopidogrel Bezam-Amlo)
 - Built and developed strong customer relationship with accounts, MD's and hospital stakeholders based on trust and mutual respect.
 - Assessed competitors strategies while avidly working to increase company sales productivity.
 - Planned, executed a nd let marketing tactics in my assigned territory.
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Education Background

Registered Professional Sales Representative

Professional Regulatory Board of Pharmacy

Polytechnic University of the Philippines

Bachelor in Mass Communication

Major in Communication Research

Graduated May 2013

Margarito A. Duavit High School

Graduated March 2008

3rd Honorable Mention

Gloria Macapagal Leadership Awardee

Gloria Macapagal Entrepreneur Awardee

Certification

Excel 2019 Essential by Dennis Taylor 2018

Six Morning Habits of High Performers 2019

How to be Both Assertive and Likable by American Negotiation Institute

Building Resilience by Tatiana Kolovou

Business Development: Researching Market and Customer Needs.

Providing Legendary Customer Service by Elaine Harris

Communicating with Emotional Intelligence by Brenda Bailey

Mastering Self Leadership by Laurie Reuttimann 2020

Data Visualisation: Story Telling by Bill Shander 2022

Managing Sales Process by Jeff Bloomfield

Coaching Employees thru Difficult Situation Led by McLeod

Applicant Signature:

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