

Trey Shearin

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SUMMARY A goal-oriented individual who values integrity and works well with others toward a common objective. A personable and disciplined worker who hopes to utilize experience in the CRO industry toward a challenging and rewarding career. Driven to serve others through the expertise gained along the way.

PROFESSIONAL EXPERIENCE

IQVIA, Durham, NC Jul 2018 - Jul 2021
Business Development Representative, Orphan Drug Unit & Global Regulatory Affairs

- > Consistently surpassed sales targets and other KPIs, generating over \$1 million in revenue for 2020
- > Championed effort to streamline proposal process resulting in shortened timelines & increased client satisfaction
- > Served as the primary point of contact for customers, from initial outreach to deal closure & project maintenance
- > Exceeded client meeting and lead generation targets for industry conferences (JP Morgan, BIO Europe, etc.)
- > Maintained relationships with existing customers resulting in business for other groups across the organization

IQVIA, Durham, NC Sep 2017 - Jul 2018
Business Development Analyst

- > Evaluated numerous news sources to identify new accounts, contacts, and relevant business opportunities
- > Generated over \$1 billion in new research and development prospecting opportunities
- > Re-designed & maintained the Inside Sales SharePoint site, providing relevant content and resources to the team
- > Developed process documents for the role to aid in new team member training
- > Produced various contact, financial, and account reports when requested (BioPharm Insight, Salesforce, etc.)

QuintilesIMS, Durham, NC Jan 2017 - Sep 2017
Clinical Trials Assistant

- > Promoted to the lead CTA for a global, phase three Alzheimer's Disease trial during study start-up
- > Collaborated with clinical team to ensure proper site documentation was in place
- > Updated and maintained clinical systems that track site compliance and performance
- > Aided in the preparation, handling, and distribution of clinical trial supplies & maintenance of tracking information

Quintiles Transnational Corp., Durham, NC Sum. 2016
Sales Operations Intern

- > Analyzed sales survey data, identified potential growth areas & devised strategies to increase efficiency
- > Compiled PowerPoint deck demonstrating full range of the company's capabilities
- > Supported bid defense preparations through customer research and presentation refinement
- > Helped launch a new content management process for therapeutic sales content

Christmas Tree Delivery, Raleigh, NC Fall 2015
Co-founder

- > Established seasonal business delivering trees from NC mountains to residents of the triangle area
- > Gained experience with marketing and developing effective price-points
- > Utilized social media to expand customer base and promote services
- > Coordinated optimal delivery routes to increase productivity and efficiency

EDUCATION **Clemson University**, Clemson, SC Dec 2016
B.S. in Biological Sciences Major; President's List, Dean's List