

PHARMACEUTICAL SALES PROFESSIONAL

Highly accomplished hospital sales professional with career marked by experience in driving sales and profit growth within the pharmaceutical field. Extensive experience in generating revenue, securing new accounts and establishing consistent sales pipelines. Versatile leader with demonstrated background in managing teams toward exceeding goals by creating positive working cultures, providing coaching and mentoring and supporting professional growth. Recognized as a top performer with strong ability to convert prospects into sustainable client accounts. Well-versed in medical terminology and regulations.

Core Competencies

Pharmaceutical Sales & Business Development • Account Development & Management • Relationship Development
Healthcare Market Strategies • Physician Relations • Team Leadership • Marketing & Promotions • Networking
Client Retention • Regulatory Compliance • New Product Launch • Medical Terminology • Product Training/Education

PROFESSIONAL EXPERIENCE & ACHIEVEMENTS

ABC, New York, NY

2019 – Present

Senior Hospital Sales Representative

Biotechnology company that focuses on the research, development and commercialization of pharmaceuticals.

Key contributor for the launch and growth of Thrombosis compound products to hospital clients across the region. Lead the full sales cycle for territory, including generating, qualifying and following-up on leads, facilitating sales presentations and developing referrals for the Thrombosis line. Leverage knowledge of product portfolio to secure referrals and ensure successful market launch.

- Prospect hospital systems within territory to identify and capitalize on new business opportunities; deliver presentations regarding new products to establish a consistent referral pipeline.
- Educate providers on product portfolio, addressing their questions and concerns to ensure optimal patient outcomes.
- Build and foster strong client relationships by providing diligent follow-up and ongoing support.

ABC, LLC, New York, NY

2015 – 2018

Business Development Manager

Medical supply and distribution company with two locations in NY.

Provided strategic leadership and direction of all operational functions to support the ongoing growth and development while simultaneously driving top-line performance and bottom-line results. Defined, implemented, and executed on short- and long-range strategies for leading new product innovation and global product management across a highly-saturated market. Held full accountability for all functional operations, including P&L management, distribution, product development, and hiring, developing, and leading a team of 13 direct and indirect reports.

- Directed the installation and servicing of medical lifts, power operated wheelchairs, patient lifts, orthotic fitting and bracing support, and multi-medical product lines in patient care for both hospital and at-home patient use.
- Delivered 75% revenue improvement through the introduction of a targeted sales strategy for securing national government contract; wrote additional government contracts increasing revenue by 30%.
- Spearheaded brand development initiatives, introducing new products to be manufactured and sold direct to consumers on the Federal Supply Schedule (FSS).
- Earned Top-Preferred Status with nationally recognized insurance company based on outstanding services.
- Created and facilitated professional development training seminars focused on sales, leadership, and customer service; partnered with software company to create an e-learning environment for all trainings.
- Awarded Procurement Technical Assistance Center of Government Contractor of the Year, 2015.

XYZ COMPANY, New York, NY

2013 – 2015

Executive Hospital Sales Professional

\$.2.8B global pharmaceutical and biopharmaceutical company offering a portfolio of products across multiple specialties, including cancer, cardiovascular, neuroscience, and respiratory.

Led the development and continuous growth of new business opportunities for the flagship product. Identified and established partnerships with various healthcare facilities and providers with an emphasis on cardiologists within large hospital systems. Oversaw the creation and execution of sales strategies to deliver consistent growth improvements.