

## **Your Name**

Address

City, State Zip

Home/Cell

emailname@providercom

## **SUMMARY**

With over eight years of highly successful experience in selling pharmaceuticals, I have developed excellent sales and closing skills, enabling me to dramatically exceed my revenue and margin goals as set by management. I excel in developing and maintaining long-term relationships, and I want to continue my career as a Pharmaceutical Sales Manager and/or Medical Equipment Sales Executive.

## **EXPERIENCE**

2000-Present

### **Company**

Seattle, WA

### **Account Representative II – Inside Sales**

Lead Sales Representative for the medical/drug sales department that entailed client development, client retention, and training for new and seasoned sales representatives. As a Senior Account Pharmaceutical Representative, I was responsible for leading several sales and training initiatives during my tenure with this division of global pharmaceutical group officed in California, Washington, Arizona, Georgia, Idaho, Colorado, and Europe.

- Developed a Customer Covenant for the entire company to follow.
- Coordinated the implementation, execution of sales and marketing plan for the Seattle office, which was adopted for the entire company.
- Responsible for helping train new employees.
- Liaison between doctors/pharmacists and drug development group (R&D).
- Responsible for informing doctors of new medical products, services and promotions that will enhance their patients' treatments.
- Exceeded revenue and margin goals by 46 %.
- Added at least 8 new client doctors or pharmacies a month to my portfolio.
- Demonstrated high moral standards and dedication that ensures quality client service resulting in 95 % client retention.

1997- 2000

**Company**

Spokane, WA

**Account Representative I – Inside Sales**

Responsible for customer development, distribution of POS equipment and supplies.

- Develop and execute a client profile that would effectively qualify prospective clients.
- Responsible for establishing and maintaining client relationships through bi-monthly calls, faxes, and emails.
- Established a client portfolio of over 300 banks and ISO's.
- Liaison for client, deployment and repair departments, distribution, and finance.
- Exceeded my individual revenue goal and new client base by 45 %.

1996 - 1997

**Company**

Boise, ID

**Inside Sales Representative and Special Project Coordinator**

Responsible for customer development, consulting, research and sales, for clients

- Managed an inside sales group of 5 representatives.
- Coordinated sales materials and sales progress with outside field reps.
- Developed a customer base for clients with special projects and successfully met the client's sales quotas by 85 %.
- Organized, planned, assigned, followed up special projects assigned inside sales team.
- Reported assignment progress and sales goals to the VP of Sales and Marketing.
- Successfully exceeded sales goals for the year by 42 %.

1991 - 1996

**Company**

Fremont, CA

**Inside Sales Representative**

Selling advanced technical training seminars to new and existing client base.

- Headed task force developing training enhancing skills of the department sales team.
- Sold and coordinated training seminars, which increased sales by 25 % for the year.
- Qualified customers and sold appropriate seminar training to owners and managers of businesses through effective communication skills.
- Established a follow up questionnaire and procedure that would ensure maximum attendance for future seminar attendees.
- Demonstrated high moral standards that resulted in a loyal client base.

**EDUCATION**

*Bachelor of Science Degree, Business and Social Science*  
**University of Southern California**