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SENIOR SALES PROFESSIONAL

Biotechnology Products | Specialty Pharmaceuticals | Medical Devices

Surpassing Sales Quotas → Increasing Product Revenues → Expanding Market Share

"I am an expert in the art of consultative sales and persuasive techniques, have an unmatched ability to anticipate client needs and can work tirelessly to build and foster valuable relationships."

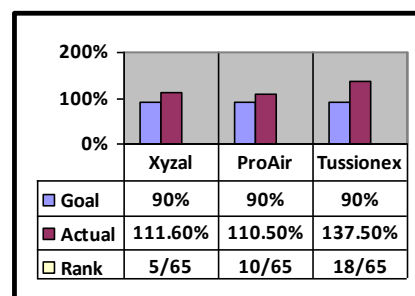
Solid record of quantifiable achievements in revenue growth, incremental product income, market share expansion and new product promotions. Efficiently met unique organizational, market and customer challenges to repeatedly exceed sales objectives and deliver dramatic market share. Able to quickly grasp new product knowledge and drive revenue gains across diverse medical product portfolio.

SALES MANAGEMENT & PRODUCT SALES EXPERIENCE

SENIOR SALES REPRESENTATIVE | ABC – Union Chimique of Belgium Corporation, Atlanta, GA 2008–2010

Charged with driving primary product sales and increasing market share for new respiratory products—targeted more than 200 pulmonologists, ENTs, allergists, primary care physicians and five major hospitals in Virginia area. Launched extensive business development and account management programs, product marketing presentations, and learning sessions to significantly expand company's territory.

- Overcame unique market and product sales constraints by emphasizing value and benefit to a more cost-conscious client base.
- Surpassed primary product sales quota 124% by strategically maximizing new sales and business opportunities with existing client base.
- Reversed declining sales trend throughout entire territory and expanded market share 11% by engaging client-sensitive approach, increasing product awareness and executing sound marketing strategies.
- Repeatedly demonstrated high-level sales performance and consequently ranking #1 (of 12) in local district, in top 5 market share position, and in top 15% nationwide for 2009.



PHARMACEUTICAL SALES REPRESENTATIVE II | Schering-Plough Corporation, Kenilworth, NJ 2004–2008

| Product | Goal | Performance | Nationwide Ranking | District Ranking | Profitability |
|---------------|--------|-------------|--------------------|------------------|---------------|
| Nasonex | 33.10% | 35.06% | 172/545 | 2/6 | 33.18% |
| Asmanex | 8.70% | 9.24% | 152/545 | 1/6 | 8.98% |
| Proventil HFA | 21.21% | 26.18% | 96/545 | 2/6 | 21/21% |

Gained new business through effective sales techniques and garnered customer trust and loyalty while marketing four respiratory products to 195 specialists and primary care physicians in a highly competitive, tri-state territory—Washington DC, Virginia, and Maryland areas. Collaborated with district sales manager to routinely assess sales performance and implement new marketing and sales growth initiatives.

- Conducted market research and assessment of existing client relationships, product knowledge, competitive product data, physician prescribing habits and potential market share.
- Catapulted sales for new product, Asmanex to #1 out of 525 territories within just three weeks on initial product launch; maintained top market share position (8.34%) for entire country.
- Repeatedly performed "Exceed Expectations" and maintained one of the highest sales rankings (among top 10% in country) for three quarters.