

MARKETER / ADMINISTRATOR

Professional Summary

Administrative, Healthcare & Pharmaceutical Sales Dedicated and motivated professional with a strong background in Medical, Pharmaceutical & Dental Sales and New Business Development. Years of successful experience consulting and training on multifaceted projects, developing and implementing effective promotional techniques, and facilitating profitable relationships with a wide range of clients and key business partners. Called on various clinical representatives in the areas of cardiovascular, endocrinology, respiratory care, internal medicine, emergency services, primary care, hospitals, and pharmacies. Consistently recognized for outstanding contributions to the bottom line and solid reputation for surpassing specified sales and revenue objectives. Commended for organization, perseverance, efficiency, and priority management skills. Computer savvy and familiar with many modern systems and applications including Windows, MS Office Suite, and Salesforce.com. Areas of Strength Consultative Selling * Account Management * Business Development * Customer Relations * Client Retention * Training & Team Building * Networking & Prospecting * Clinical Administration * Strategic Planning * Territory Management Director of Marketing * Process Improvement * Office Management * Revenue Generation*

Core Qualifications

- Account Management
- Creative Problem Solving
- Territory Sales Experience
- Leadership training
- Mentoring
- Customer Focused

Experience

Company Name January 2014 to July 2014 Marketer / Administrator
City, State

- MANAGED ALL INTERNAL OFFICE EMPLOYEES; PAYROLL AND THEN SPENT 80% OF MY DAY AS DIRECTOR OF MARKETING.
- ANSWERED TO PRESIDENT OF COMPANY.
- CALLED ON CARDIOLOGISTS, NEUROLOGISTS, PAIN MANAGEMENT, DENTAL, WEIGHT LOSS CLINICS, PCP'S, INTERNAL MEDICINE, PSYCHIATRISTS ETC.
- Transferred with my husband's job from Kansas to Texas and then had to deal with some family issues that kept me from looking for work til 8/15/13 so had been actively looking for only 2 months.

Company Name January 2009 to October 2012 Executive Dental Oral Healthcare Representative
City, State

- Effectively promoted a full line of dental healthcare products including Sensodyne paste, Sensodyne Isoactive for Dentin Hypersensitivity, ProNamel for Acid Erosion Protection (Adults & Children), Aquafresh Enamelock, Aquafresh Isoactive, and Biotene for Xerostomia.
- Successfully sold to physicians, hygienists, and other practitioners while consistently increasing regional market share, boosting revenues, and meeting organizational goals. Trained at the dental and hygiene schools.
- Championed and established the first Sales Council Leadership Team for Oral Healthcare division Ranked #2 in the country for facilitating the most Telecons for practitioners within the first year out of 150 reps Selected to train and mentor new sales and business development associates in the department Presented with the "Empowerment Spirit Award" in 2010 for new ideas to generate revenue as well as the "Silver Spirit Award for my hard work" in 2011 Met or exceeded 100% of daily quota for physician calls and increased market share by 15%.

Company Name January 2003 to January 2009 Executive Therapeutic Specialty Pharmaceutical Sales Representative
City, State

- Interacted extensively with physicians and healthcare professionals to promote diabetes, cardiovascular, high cholesterol, and respiratory pharmaceuticals (Avandia/Avandamet, Avandaryl, Coreg CR, Lovaza, and Ventolin HFA).
- Constantly met specified sales quotas and increased market share from .7% to 14.6% within the first 6 months.
- Ranked #2 in the region for overall sales and within the Top 10 out of 500 for cardiovascular products.
- Recognized as "Diamond Tier Winner" in 2004 in region and "Ruby Tier Winner" in region 2005 and 2006, Bronze spirit award 100% goal achievement in 2004.
- Presented with the "Geo Team Award" in region and "Top 10 Sales Rep" award for the region in 2007.

Company Name January 2001 to January 2002 Radiology Product Specialist
City, State

- Performed an array of managerial and administrative duties in support of daily departmental operations.
- Asked to initiate the first ever employee retention and client satisfaction program at Cerner.
- Communicated effectively with various clientele, helped resolve an array of issues, and increased customer satisfaction by 70%.
- Met or exceeded 100% of daily and monthly quotas set by management.
- Ranked #5 in the company (out of 300) within the first 6 months of employment.

Education

AVILA UNIVERSITY St. Joseph Healthcare Center 2001 Bachelor of Science (BS) : Radiologic Technology Biology City, State, United States GPA: 3.5

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Interests

AART License (2001) * Member, American Registered Radiologic Technologists Charitable Volunteer Coordinator, Radiologic Science Club Skills

Biotechnology and Pharmaceutical Sales, Administrative, Award Winner sales professional

Additional Information

- CERTIFICATIONS & AFFILIATIONS
- AART License (2001) * Member, American Registered Radiologic Technologists
- Charitable Volunteer Coordinator, Radiologic Science Club