

PROFESSIONAL HEALTHCARE REPRESENTATIVE

Summary

Dynamic sales professional delivering documented success in driving product growth through strong sales skills and patient focus. Detail oriented, while utilizing communication skills that have a direct and personable approach. Proficient in handling new product launches from inception to completion in both independent and collaborative work environments. Background encompasses almost 15 years of experience in pharmaceutical sales selling to an array of specialties including general practitioners, internal medicine, family practice, endocrinologist, rheumatologist, neurologist, obstetrician/gynecologist, geriatric medicine, orthopedics, pulmonologist, gastroenterology, urology and cardiology. Further call points made to hospital accounts local to territory. Additional professional experience includes nursing experience ranging from surgical assistance to care in the neonatal intensive care unit.

Accomplishments

- 2017 - People in Culture Lead for Atlanta East
- 2017 - Awarded "Championship Culture Award" (Peer Selection)
- 2016 - People in Culture Lead for Atlanta East
- 2015 Capital S card winner
- 2014 Capital S card winner
- **2011 Summit Winner - Ranking 3/55 (141.63% Attainment)**
- 2011 Contest Winner - Q1 Kick it in Gear Contest (%NRx Volume Growth)
- 2011 - Finished 2nd in Q2 IEM MS-AL Surge Contest (Lyrica TRx Growth)
- 2011 Contest Winner - 2nd Semester Team Contest (Celebrex TRx Growth)
- 2011 - First in Region to hit 5% Market Share for Pristiq
- 2009 Contest Winner - 3rd Qtr Regional Market Share Contest
- 2008 - Selected Representative for State Medical Meeting
- 2008 - Finished in Top 25%
- 2007 - Contest Winner - 1st Semester First in Class Travel Card
- 2007 - Contest Winner - Retention Bonus for Territory / District
- 2007 - Finished 2nd Highest Exubera Sales out of 200 Searle Representatives
- 2007 - Contest Winner - Regional Summer Contest (Market Share Growth for Lyrica and Celebrex)
- 2007 - Finished 9/200 in Central Area
- 2006 - Finished in Top 15% in Central Area
- 2006 - Ranked #1 in Central Area - Celebrex Attainment (117.78%)
- **2004 - Vice President's Cabinet Winner (Top 10%)**
- 2004 - Contest Winner - Passport to Paradise Contest
- 2004 - Rookie of the Year Runner Up

Skills

- Developed "The History of Celebrex" - timeline of events for Celebrex and why it is important to sales process (Contents of binder included every clinical study categorized into GI, CV, efficacy, etc)
- Mentored numerous new team members
- Executed Teach the Teacher - Nurse focused initiative on Exubera device and drug education
- Earned numerous convention trips
- Led multiple POA special assignments at the district

Experience

Professional Healthcare Representative

July 2003 to Current Company Name

- **2017 - Xtandi - Ended the year Ranked #15 / 162**
- 2016 - Awarded lateral transfer to Atlanta East District from
- 2015 - Ranked 29/75 with 102.15% Lyrica, 107.32% Toviaz, and 92.41% Viagra goal attainment
- 2014 - Completed S1 at 105.69% Celebrex, 108.13% Flector Patch, and 106.77% Lyrica goal attainment
- 2014 - Completed S2 at 106.78% Celebrex, 108.77% Flector Patch, and 101.67% Lyrica
- 2013 - Completed S1 at 101.12% Lyrica, 104.31% Celebrex, and 84.09% Flector Patch goal attainment
- 2013 - Completed S2 at 107.30% Celebrex, 89.71% Flector Patch, and 104.40% Lyrica goal attainment

Registered Nurse

April 2003 to July 2003 Company Name 1/4 City, State

- Assisted in daily patient management through surgery scheduling, patient insurance claims and prior authorizations, and educating patients on procedures, treatments, and medications

Registered Nurse

April 2002 to April 2003 Company Name 1/4 City , State

- Surgical nurse with responsibilities including surgical assistance, operating room management, recording of all events and tasks during surgery, and acting as patient advocate during surgery

Registered Nurse

August 2000 to April 2002 Company Name 1/4 City , State

- Practiced as a Registered Nurse in the Neonatal Intensive Care Unit

Education and Training

Bachelors of Science : Nursing , May 2000 Mississippi College 1/4 City , State Nursing

Associate of Arts : May 1997 Hinds Community College 1/4 City , State

Skills

emergency care, palliative care, patient advocate, surgery

Additional Information

Active member of Junior Auxiliary from 2006-2011.

- Chaired projects including Prom Closet, Buckets of Happiness, and Dental Days
- Sought out and implemented a program called "Challenge Day" in local schools that focused on combatting bullying and facilitating a positive school culture. Managed every aspect of the program including, but not limited to, securing funding, recruiting volunteers, and working with school counselors to identify high risk students.

Volunteer for William's Wings, MS Diabetes Association, and MS March of Dimes