

SUSAN JONES

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PHARMACEUTICAL SALES MANAGEMENT

Sales Planning ~ New Business Development ~ Consultative Sales Strategies

Energetic self-starter with over 5 years of hands-on experience within the pharmaceutical sector. Proactive track record; devise and implement innovative strategies designed to stimulate sales, expand market share, and enhance the bottom line. Adept at cultivating solid relationships with clients, vendors, colleagues, and other key decision makers. Specialize in designing eye-catching and informative presentations, which effectively launch new products and boost sales revenue within highly competitive markets. Excellent communication, interpersonal, organizational, and leadership skills.

Sales Management Strengths:

- Strategic Planning & Implementation
- New Product Introduction
- Team Building & Leadership
- Relationship Management
- Product Development & Information
- Major Account Development
- Sales Tracking & Reporting
- High-Impact Presentations

PROFESSIONAL EXPERIENCE

COMPANY XYZ – SOMEWHERE, CA

1/2005 – Present

Pharmaceutical Sales Representative

Develop strong working relationships with health care professionals in order to successfully introduce and promote company products. Create and execute phenomenal presentations that leave a positive and lasting impact on clients. Provide accurate and up-to-date product information, answer questions, and address concerns. Evaluate sales and implement effective selling techniques to successfully meet territory goals. Participate in quarterly POA meetings.

Selected Contributions:

- ♦ Personally brought in more than **\$2M in receivables**.
- ♦ Introduced several key initiatives and systems that **maximized productivity levels** by prioritizing workflow throughout the sales process.
- ♦ Substantially **increased market share** for all product offerings during tenure.
- ♦ Established and **maintained positive relationships** with medical professionals, which facilitated ongoing business and brand loyalty.

ABC SOLUTIONS INC. – SOMEWHERE, CA

1/2003 – 12/2004

Pharmaceutical Operations Consultant

Oversaw numerous company projects from conception to completion. Validated manual, semi-automated, and automated Particulate Inspection systems. Designed and implemented Cleaning Validation campaigns. Worked with Contract Manufacturers and Suppliers, which led to signing Confidentiality Agreements, auditing, capability evaluation, Requests for Proposal, Technology Transfer, FDA approval, and long-term supply agreement.

Selected Contributions:

- ♦ Played key role during **launch of several brand line extensions**; actively participated in repositioning of major brands.
- ♦ Implemented tactical action plans that focused on **developing advocacy among key opinion leaders**.

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Page Two

ROLLINS & COMPANY – SOMEWHERE, CA

3/2001 – 12/2002

Area Sales Representative

Held full accountability for managing more than 150 accounts; drove new business, increased market share of brands, and maximized contracted outlets within assigned territory. Introduced and sold product offerings; enhanced visibility of brand. Communicated with customers; addressed inquiries, negotiated contracts, and successfully closed sales. Prospected for business opportunities and developed territory-based sales plans. Trained and mentored junior sales representatives.

Selected Contributions:

- ♦ Initiated customer relationships with key decision makers and introduced several pioneering sales and marketing strategies, which **enhanced business opportunities** and increased sales.
- ♦ Commended for **outstanding sales and business skills**, negotiation capacities, and communication talents.

THE CLOTHING STORE – SOMEWHERE, CA

3/1995 – 3/2001

Manager

Supervised day-to-day operations of a high-end, luxury boutique. Hired, scheduled, mentored, and trained staff. Held frequent professional development seminars to reinforce maximum productivity, efficiency, and quality. Offered superior customer service to maintain a satisfied, loyal, and ever-growing clientele base.

EDUCATION

Bachelor of Science in Biochemistry; Minor in Microbiology

SOME UNIVERSITY – Somewhere, CA, 2002

Bachelor of Business Administration (BBA); Major in Business Management

HOFSTRA UNIVERSITY – Hollister CA, 1998

Professional Development

Professional Selling Skills ~ Sell to Needs ~ Sales Representative Training ~ Diabetes Disease State Training
Hypertension Disease State Training ~ Gastrointestinal System Training & Disease States
Training Fellow Representatives ~ Meeting Goals & Deadlines ~ Persuasive Selling Techniques
Building Strong Relationships with Clients ~ Product Research & Information ~ Launching New Products

Technical Proficiencies

Microsoft Word, Excel, QuickBooks, ACT, Outlook, Lotus Notes, Internal CRM Database, Various Proprietary Software Programs, PowerPoint, AutoCAD, Windows