

JOHN DOE

Scottsdale, AZ 85260 • (555) 555-555 • ryan.gallahue@gmail.com

PHARMACEUTICAL SALES REPRESENTATIVE

AREAS OF EMPHASIS – PAIN & DERMATOLOGY, NEW PRODUCT LAUNCHES, BUILDING RELATIONSHIPS

Top-Ranked Pharmaceutical Sales Representative seeking a new opportunity. Extensive experience managing a large territory and selling directly to Neurologists, Orthopedic Surgeons, Pain Specialists, Dermatologists, Primary Care Physicians, and more. Well-developed skills performing all aspects of new business development including cold calling, scheduling meetings, making sales presentations, using consultative sales techniques, overcoming objections, closing sales, and performing general account management. Dedicated leader with exceptional communication skills and a proven track record of success increasing sales revenue and building strong relationships. **Consistently ranked in the Top 5 out of 52 Sales Representatives at Galderma Laboratories.**

AREAS OF EXPERTISE

Sales Account Management
Client Needs Assessment
Relationship Building

Consultative Selling
Cold Calling & Presentations
New Business Development

New Product Launches
Crisis Management
Overcoming Objections

EXPERIENCE

ABC COMPANY, Tucson, AZ

A specialty pharmaceutical start-up company specializing in pain products.

November 2016 – Present

Territory Manager

- Perform new business development of pain products (Oxaydo and Sprix) in a territory that covers Tucson, Gilbert, Chandler, Ahwatukee, and Case Grande.
- Perform all aspects of the sales development life cycle. Cold call, schedule meetings, sell products using consultative sales techniques, sell features and benefits of products, overcome objections, and perform general account management.
- Build and maintain strong relationships with Orthopedic Surgeons, Neurologists, Pain Specialists, Primary Care Physicians, Nurses, Medical Assistants, and Office Managers.
- Use Salesforce.com, Veeva, and Concur to track sales activity and account information.

XYZ COMPANY, Phoenix, AZ

A global provider of healthcare and pharma consulting to biopharmaceutical clients seeking to realize their goals. InVentiv Health is one of the largest contract sales force companies.

September 2015 – September 2016

Pharmaceutical Sales Representative – Galderma Laboratories (1-year contract position)

- Performed new business development of Galderma Laboratories' dermatology products in a territory that covered Phoenix, Scottsdale, Peoria, Glendale, Sun City West, Avondale, Goodyear, Sun Lakes, Gilbert, Mesa, Ahwatukee, Chandler, Apache Junction, and Tucson.
- Managed a personal portfolio of more than 330 Healthcare Providers that generated more than \$340,000 in annual sales revenue.
- Sold 2 new over-the-counter (OTC) product lines: Excipial Skin Solutions (5 different products) and Cilib Hair Regrowth and Revitalization (3 different products); also performed new business development of Cetaphil RestoraDerm.
- Performed all aspects of the sales development life cycle. Cold called, scheduled meetings, sold products using consultative sales techniques, sold features and benefits of products, overcame objections, negotiated dispensing deals, closed sales, and performed general account management.
- Built and maintained strong relationships with Dermatologists, Primary Care Physicians, Pediatricians, Allergists, Physician Assistants, Nurses, Medical Assistants, and Office Managers.
- Used Salesforce.com, Concur, iDash software, and Veeva CRM to track sales activity and account information.
- Managed the Sales Representative budget for the South Central District that included Baton Rouge, Houston, San Antonio, Austin, Dallas, and Phoenix. Oversaw the budget for 5 Sales Representatives, each with a \$1,800 per month budget. Compiled budget data and submitted monthly reports to the District Manager.

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Key Accomplishments

- Consistently ranked among the Top 5 out of 52 sales representatives in the Self-Medication Division.
- Successfully exceeded all quarterly sales quotas throughout tenure.
- Successfully launched 2 over-the-counter products; generated \$63,000 in sales for the Excipial line and \$60,000 for the Qilib line. Grew Excipial launch sales from \$6,000 in Q4 2015 to \$26,400 in Q2 2016 (last completed reporting quarter). Grew Qilib sales from \$9,000 in Q1 2016 to \$34,000 in Q2 2016 (last completed reporting quarter).
- Re-launched Cetaphil RestoraDerm to HCPs in January 2016; grew sales to more than \$77,800 in 9 months; a 92% growth.
- Selected to represent the Self-Medication Division at the semi-annual Maui Dermatology Conference in Colorado Springs, CO. Worked the Galderma booth for 3 days and detailed Galderma's portfolio of products.
- Grew call list from 200 to 333 Healthcare Providers in 1 year.
- Selected to attend the MVP District Meeting in 2016.
- Named the Galderma 2016 National Sales Meeting Role Play Contest Winner.

ABC COMPANY, Scottsdale, AZ

August 2013 – September 2015

Group Rooms Sales Coordinator (December 2013 – September 2015)

- Entered guest reservations into the computer system quickly and accurately by segmenting reservations into the appropriate category while using the hotel's selling strategy; displayed knowledge of all rates, package plans, source codes, and hotel services in order to close out sales and up-sell the hotel as appropriate.
- Collaborated extensively with Group Meeting/Event Planners, Conference Services, and the Rooms Division.
- Processed group convention blocks and rooming lists properly by entering data into computer system using the appropriate market segments.
- Processed accurate records/spreadsheets for coding and tracking reservations, advanced deposits, and occupancy.
- Blocked rooms accordingly and distributed a worksheet to all departments involved.

Key Accomplishments

- Simultaneously maintained relationships with more than 25 groups at a time.
- Achieved 87% of package sales vs. an average of 56% for other Reservation Sales Associates.

Reservation Sales Associate (August 2013 – December 2013)

- Processed a high volume of phone calls and entered reservation information into the Opera software system.
- Handled guest recovery and customer complaints.

Key Accomplishment

- Successfully up-sold more than 30 suites in 3 months.

XYZ COMPANY, Phoenix, AZ

May 2010 – August 2013

Assistant Office Manager

- Worked directly with patients handling personal and confidential information.
- Ensured the proper completion of FAA forms, booked and confirmed appointments, completed financial bookkeeping, and handled cash and credit payments.
- Maintained office equipment, ordered supplies, and managed relationships with multiple vendors.

EDUCATION & COMPUTER SKILLS

ARIZONA STATE UNIVERSITY, Tempe, AZ
Bachelor Degree in Interdisciplinary Studies, Concentrations in Business and Political Science, 2010
Honors: 2-Time Dean's List Recipient

Salesforce.com, Concur, iDash, Veeva CRM, Opera, Delphi, Microsoft Word, Excel, PowerPoint, Outlook