



PROFILE: STAR PERFORMER IN PHARMACEUTICAL SALES

Award-winning pharmaceutical-sales professional seeking promotional opportunity with more responsibility; offer prior professional medical experience as certified speech pathologist; therefore relate to medical professionals as peers; excel in customer service, proactive problem solving and result-driven goal achievement; as team director, provide flexibility, leadership and proven ability to adapt and demonstrate product knowledge; consistently exceed goals and expectations of employer.

EXPERTISE

- ✪ Pharmaceutical Sales
- ✪ Leadership and Supervision
- ✪ Client-Relationship Building
- ✪ Proactive Problem Solving
- ✪ Managing Change
- ✪ Networking with Partners and Clients
- ✪ Organizing Speakers for Events
- ✪ Team Participation
- ✪ Tracking Orders
- ✪ Strategic Planning to Achieve Goals
- ✪ Leveraging Resources
- ✪ Coordinating Schedules

AWARDS

- ✪ Won Wesson's highest honor, the National Crescent Award in 2006; the award, based on market-share change and goal attainment, only given to those in top 10 percent.
- ✪ Won Wesson West Regional Achievement award as Field Sales Representative with Top Overall Net Change (year-to-date, quarter-to-quarter) in 2007; based on net-change compared to sales goal.
- ✪ Received Connection Award for planning and organizing district meeting; Fushida sales teammates voted to make the selection.
- ✪ Received Wesson North America Commitment Award in 2003.
- ✪ Won 2004 West Region Detail Contest; sole winner selected from all West Region candidates.
- ✪ Won 2004 Acacia Plus Contest; selected by company based on drug-market share.
- ✪ Named 2005 District Leader for Goal Attainment.
- ✪ Chosen as 2005 District Leader for Market Share Change.

ACHIEVEMENTS

- ✪ Selected to represent Region at 2006 American Diabetic Association Meeting held in New Orleans; acted as a delegate for Wesson Pharmaceuticals.
- ✪ Selected by manager to serve as District M-Rxpert from 2005 to present; helped manage data base.
- ✪ Selected to represent the District for the Northwest Region Pharma Club from 2003 to present.
- ✪ Served as District Lead for Organization of Portland Speaking Programs.
- ✪ Maintained momentum in neighboring territory for its on-leave representative and provided opportunities for speaker development.
- ✪ Developed and supported endocrinology speakers and advocates in Portland Metro area.
- ✪ Increased opportunities to impact physicians in closed clinics by establishing liaison with doctors in the Oregon ADA and Oregon Health Sciences University.
- ✪ Developed real-time tracking system for mirrored districts to assist aligned District Sales Managers in understanding budget outlays.
- ✪ Managed budget effectively according to new measure established in 2004.
- ✪ Achieved the district's highest Acacia prescription increase, and the second highest Acacia volume-increase, in a flat local market in 2008.

EDUCATION

University of South Florida, Tampa: 1996 - 1998

Master of Science, Speech Pathology, 3.92 GPA

Florida State University, Tallahassee: 1992 - 1996

Bachelor of Science, Speech Pathology, Summa Cum Laude

CONTINUING EDUCATION

- ✦ Strategies for Students with High Functioning Autism Spectrum Disorder: 5/2001
- ✦ Feeding Special Needs Students: 4/2001
- ✦ Hawaii Early Learning Profile, Assessment Strands: 2/2001
- ✦ Oral Motor Approach for Treating the Oral Apraxic Child: 12/2000
- ✦ Reporting Abuse: 10/2001
- ✦ Curriculum Based Assessments: 4/2000
- ✦ Functional Behavior Assessments: 1/2000
- ✦ Pivotal Response Training: 1/2000
- ✦ Discrete Trial Training: 1/2000
- ✦ The Picture Exchange Communications System: 12/1999

AFFILIATION

American Speech, Language and Hearing Association

CERTIFICATION

ASHA Certificate of Clinical Competence

PROFESSIONAL EXPERIENCE

Wesson Pharmaceuticals, Portland, Oregon: 2002 - Present

Pharmaceutical Sales Representative

- ✦ Identify and manage business partners; create liaison with professional community.
- ✦ Set and meet financial goals; works with sales team to create opportunities.
- ✦ Manage data and budgets; track same with spreadsheets.

Oregon Regional Education Service District, Hillsboro, Oregon: 1999 - 2001

Speech Language Pathologist

- ✦ Provided services for clients using training and clinical skills.
- ✦ Liaised with professional providers to maintain services to clients, including case management.

Miami Beach Elementary School, Miami Beach, Florida: 1998 - 1999

Speech Language Pathologist

- ✦ Provided therapeutic services to students.
- ✦ Developed child advocates.

Harvey Miller Cancer Center and Research Institute, Tampa, Florida: 1998

Graduate Clinician Speech Language Pathologist

John Hallstrom Veteran's Hospital, Tampa, Florida: 1997

Graduate Clinician Speech Language Pathologist