

Pharmaceutical Sales Candidate

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OBJECTIVE

A challenging position in Pharmaceutical Sales requiring strong territory management, outside sales experience, creative sales strategies, and organizational skills, where my results-driven performance will explode market share of Sepracor's products.

PROFILE

- Seven years of progressive business management/outside sales experience; five years of successful teaching to diverse populations.
- Highly motivated self-starter who needs little supervision and can manage multiple priorities with ease.
- Creative and persistent; skilled at developing long-term relationships with clients by listening with empathy and anticipating their needs.
- Quick learner; ability to learn technical information and adapt easily to new situations.
- Successful in completing science coursework in anatomy, physiology, and motor performance.
- Dedicated, energetic professional with a strong work ethic.
- Computer literate and confident with new technology.
- Skilled negotiator with strong problem-solving skills.
- Effective team player with outstanding interpersonal and presentation skills.

EXPERIENCE ADMINISTRATION, TRAINING, AND SALES

OWNER, Name of Company, City, State


- 1999-Present: Performed daily operations of business including general accounting, ordering of equipment and supplies, scheduling appointments, carpet cleaning, estimating jobs, advertising, and supervising employees.
- Planned strategies to target and develop new accounts while maintaining existing accounts; secured new commercial accounts, resulting in increased revenues of approximately \$30,000 – \$60,000 per year.
 - Doubled sales yearly from 1999 to present.
 - Recognized by the National Corporate Office on 20 separate occasions for increasing sales volume.
 - Awarded by the National Corporate Office for assistance in establishing new franchises, 2001.
 - Successfully worked within a monthly budget to ensure profitability.
 - Earned a reputation for customer satisfaction and follow-through.
 - Designed sales literature; created a Realtor Referral Marketing Program.
 - Managed approximately 15 employees per year, including interviewing, hiring, training, scheduling, performance reviews, and terminations.
 - Prepared weekly, monthly, and quarterly sales and inventory reports.
 - Developed positive relationships with members of the public and private sector, resulting in a significant percentage of repeat customers and referrals.
 - Attracted and retained new clients by providing excellent customer service and rapid response to customer needs.
 - Contracted, supervised, and scheduled multiple Heaven's Best Franchise Owners to assist during high volume periods.
 - Trained and mentored new franchise owners.

Head Manager, Company, City, State

Manager, Company, City, State

1989-1994: Responsible for daily operations of business including staff management, budgets, and sales.

- Developed and implemented a \$350,000 yearly budget.
- Worked closely with sales representatives to increase product knowledge and anticipate buying trends.
- Hired, trained, scheduled, and motivated staff to provide excellent customer service while increasing sales.
- Created advertising and marketing campaigns to promote product line, increased total sales by over 35%.

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EXPERIENCE **EDUCATING, MENTORING, AND COACHING**

Physical Education Teacher, Elementary School, City, State

1999-2000: Planned and implemented lessons for grades K-6 , including students with special needs.

- Assessed students' progress towards physical fitness goals, quarterly and annually.
- Modeled and encouraged physical fitness, teamwork, and sportsmanship.

Special Education Teacher (SCI Program), Middle School, City, State

Self-Contained Behavior Disorders Teacher, Middle School, City, State

1995-1999: Planned and delivered lessons to students with learning disabilities and behavioral difficulties, including individualized education plans and assessments.

- Designed and executed behavior management plans to encourage the development of self-esteem and independence.
- Developed appropriate educational and social objectives in conjunction with the Area Education Agency and students' families.
- Maintained extensive documentation of students' academic and behavioral progress; reported quarterly to students' families and the AEA.
- Teamed with local social service agencies, as well as students' personal social workers and counselors, to provide crisis intervention and teach problem solving and negotiation skills.
- Piloted a Peer Mediation Program, empowering students to successfully work through personal and peer issues.

Head Baseball Coach, Senior High School, City, State

1991-1999: Taught fundamental baseball skills utilizing proper teaching progressions and attended yearly coaching clinics to improve knowledge and skills.

- Managed yearly fundraising campaigns; raised over \$50,000 in 9 years.
- Created and administered an annual budget while improving baseball facilities each year.
- Supervised coaches on four different levels of the baseball program.

Youth Baseball Camp Director, Senior High School, City, State

1991-1999: Planned and organized all aspects of the baseball camp.

- Hired and trained adult and high school staff.
- Coordinated advertising and managed finances.
- Created activity plans for as many as 150 youth.

Student Asst. Baseball Coach, College, City, State; 1989

Sophomore Baseball Coach, Senior High School, City, State; 1986-1988

Volunteer Baseball Asst. Coach, Senior High School, City, State; 1986-1988

EDUCATION **Masters Degree Program, College, City, State**

Curriculum and Instruction; Anticipated Graduation: 2005
G.P.A.: 3.80

Bachelor of Science, College, City, State

Physical Education K-12, 1991
G.P.A.: 3.24

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COMMUNITY SERVICE

Speaker, Marriage Seminar, St. Thomas Aquinas, City, State: 2002

Chair, Welcoming Committee, St. Thomas Aquinas: 2000-2003

Honored as State Special Olympics Volunteer of the Year: 1993

Coordinator, State Special Olympics Baseball Clinic: 1991-1993

Coordinator, Adult Special Needs Baseball Play Day: 1992





References for Pharmaceutical Sales Candidate

Reference First and Last Name

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