

SAMPLE PHARMACEUTICAL RESUME

OBJECTIVE

Enthusiastic, hardworking sales professional seeking to obtain a challenging marketing position providing professional career growth in the pharmaceutical/biotech industry.

EXPERIENCE

AMGEN

Key Accounts Representative: 2/96 to Present

Responsible for marketing and sales at key teaching, city, and government hospitals in the metropolitan area. Emphasis on large oncology practices, AIDS, centers, regional buying groups and wholesaler management.

Accomplishments include:

- **"Rookie of the Year"** in 1996 for Amgen.
- Sales Contest Winner, New Products for 3rd and 4th Quarter 1996.
- Top account manager in sales increase versus quota for 1st quarter 1997.

JOHNSON & JOHNSON (JANSSEN PHARMACEUTICA)

Hospital Specialty Representative: 7/93 to 2/96

Responsible for sales and marketing at major teaching hospitals in New York City.

Expanded sales volume by obtaining ten significant formulary approvals in two years.

Accomplishments include:

- **Top ranked representative in region** for antifungal sales.
- **Top 5% in region** for total sales in 1995.
- Obtained formulary contract with largest, private HMO in NY City.
- **Top 4%** in Janssen National Product Knowledge Quiz for 1995.

JOHNSON & JOHNSON (JANSSEN PHARMACEUTICA)

District Trainer and Professional Representative: 12/90 to 7/93

Responsible for marketing and sales for office-based physicians and community hospitals in New Jersey.

Accomplishments include:

- **District Representative of the Year** - 1991.
- **Number one ranking in sales** Eastern Region - 1991.
- Expanded responsibilities included: District Trainer, Interview Selection Workshop, and Safe Driving Coordinator.

HALLMARK

Territory Manager: 2/89 to 12/90

Responsible for sales of giftware to large retail chains, pharmacies, and independent stores. Hired, trained, and supervised over 25 part-time merchandisers. Annual quota of over 2.5 million dollars in sales.

- Achieved "excellent" annual performance appraisal.

EDUCATION

Rutgers College (Rutgers University)

MBA - Marketing: expected Fall 1997

Delta Mu Delta member, National Honor Society in Business Administration

Fairleigh Dickinson University

BA - Economics: May 1987

Double Majors: Economics and History. Minor: Chemistry

SKILLS

- Janssen Advanced Hospital Training Seminar, September 1993
- Janssen Advanced Selling Skills Seminar, March 1992
- Toastmasters International Member, Bergen County Chapter
- Member New York State Hospital Pharmacists Association, New York
- Interview Selection Workshop - Janssen, December 1992
- Train the Trainers Seminar - Janssen, August 1993

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A demonstrated self-starter with strong technical, communication, and presentation skills. Proven leadership and achievement of results by creating and implementing projects for increased revenue.

PROFESSIONAL EXPERIENCE

SMITHKLINE BEECHAM CORPORATION 1994-present

Professional Sales Representative, Manhattan District

Responsible for sales in the private practice physician's office, hospitals, independent and chain pharmacies and assigned medical conventions. Physician specialties called upon include: Internists, Family Practice, Allergists, Gastroenterologists, and Otolaryngologists.

- **Attained #1 standing in district** for prescription territory share and share change, 1995.
- **Achieved #9 national ranking** of 642 SmithKline Beecham Representatives for overall prescription sales, 1995.
- Assisted District Manager in execution of all Plan of Action meetings.
- Trained SmithKline Beecham Specialty Representatives in field prior to Initial Training Class.
- Top district R.O.I. for two consecutive years.

Rotational Sales Training Associate, Northern NJ

April 1997-July 1997

- Facilitated SmithKline Beecham Initial Training Classes.
- Reconstructed Product Positioning Program for national distribution.
- Developed update of prescription training curriculum.
- Organized national Plan of Action materials for trade sales.

SANOFI PHARMACEUTICALS

1993-1994

Professional Sales Representative, Hudson Valley, NY

Responsible for sales in the private practice physician's office, hospitals, HMO's, independent and chain pharmacies and assigned medical meetings. Physician specialties called upon include: Gastroenterologists, OBGYN's, Pulmonologists, Internists, and Primary Care Physicians.

- Created and developed Regional Journal Club, establishing the communication network for review and distribution of medical journals in the Northeast Region.
- Assisted District Manager in Master Action Plan planning and execution.
- **#1, #6 district**, region market share respectively for prescription product.
- **Achieved 132% increase** in prescriptions YTD March 1994.
- **Attained 73.5%, 148% dollar increase** for all promoted products over 1992.
- Represented Sanofi Pharmaceuticals at local Crone's/Colitis Foundation Support Meetings.

ENCORE HANDBAGS, New Haven, CT

1991-1993

Manufacturers Sales Representative

EDUCATION

ARIZONA STATE UNIVERSITY, Tucson, AZ

August, 1991

Bachelor of Arts, Political Science

Communications Minor

Alpha Epsilon Pi, *Board of Ethics*

EMERSON COLLEGE, Boston, MA

Alpha Epsilon Pi, *Founder and First President, Kappa Lambda Chapter*

SKILLS/INTERESTS

Windows 95, Microsoft Powerpoint, Microsoft Excel, Microsoft Word 6.0, Internet; Skiing, Ice Hockey, Travel, Darts.

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PROFESSIONAL OBJECTIVE: To use my successful experience in healthcare sales to contribute to an aggressive, sales oriented medical/surgical firm, and to continue my development as a medical sales professional.

EXPERIENCE: Glaxo Wellcome Pharmaceuticals, Bronx, NY 8/93-present

Senior Medical Sales Representative

Responsible for sales of Glaxo Wellcome Pharmaceutical products primarily to Internal Medicine, General and Family Practitioners, Orthopedic Surgeons, Cardiologists, Psychiatrists, retail and hospital Pharmacists. Hospital accounts include Albert Einstein and Lincoln Hospital.

Accomplishments:

- Finished 1995 as the **#2 Sales Representative** in the United States (650 total).
- **Glaxo Wellcome Consistency Award Winner** - consecutive years over 100% quota achievement.
- **Glaxo Wellcome Pro Club Winner** 1995 - awarded to top 5% of U.S. sales force.
- Promoted to Senior Medical Sales Representative after less than two years.
- Exceeded 1995 sales goal by more than \$130,000.
- Consistently at top of District sales performance.

Syntex Laboratories, Nassau County, NY 8/92-8/93

Professional Medical Representative

Responsible for sales of a full line of prescription products, primarily to Internal Medicine, Family and General Practitioners, Orthopedic Surgeons, Rheumatologists, Neurologists, retail and hospital Pharmacists.

Accomplishments:

- **Finished #19 out of more than 700 sales reps in national sales** contest based on market share, market share change and percentage of quota.
- **Top 10% of sales force** in the first year.
- **Winner of Lou Gehrig Award** as the most promising new sales representative in the Northeast Region.

Lanier Worldwide, Greensboro, NC 10/91-7/92

Voice Processing Sales Representative

Successfully managed voice product sales; generated new business as well as expanding existing accounts. Developed medical market as the largest component of territory business.

Accomplishments:

- Consistently one of the top District sales leaders.
- **Sales Representative of the month** February 1992.
- Winner of Lanier Excel II National Sales school.

EDUCATION: Penn State

Bachelor of Science - Business Administration 1991 (GPA 3.1)

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EXPERIENCE:

4/92 - Present **ORGANON INC.** - West Orange, New Jersey
Pharmaceutical Division of AKZO NOBEL

HOSPITAL SPECIALIST - Long Island 1/96-Present
PROFESSIONAL MEDICAL REPRESENTATIVE - Long Island 1/95-1/96
GENERAL TERRITORY REPRESENTATIVE - Brooklyn 4/92-1/95

- Responsible for sale of surgical muscle relaxants and world leading oral contraceptive to hospital and office based anesthesiologist and OB/GYN's, F.P.'s, G.P.'s, P.A.'s, Midwives, and retail and hospital pharmacists.
- Schedule and organize in-service training for anesthesiologists concerning product use and dosage; employ film presentation and articles from leading medical journals to facilitate programs.
- Provide patient informational literature to OB/GYN offices.
- Furnish oral contraceptive samples to physicians and complete appropriate documentation in compliance with FDA regulations.
- Maintain detailed call records using laptop computer and communicate information to home office nightly.
- Analyze weekly sales and call reports from home office to manage territory and schedule calls efficiently.
- Provide field experience to new representatives as part of formal corporate training program.
- Complete biweekly expense reports.

ACHIEVEMENTS

- **Member of the elite "Zemuron #1 Club"**-1995.
- **Member of "Desogen Double Digit Club"**-1995.
- **#1 Sales Representative-Northeast Region-Anesthesia Market**-1994.
- **District Representative of the Year**-1993.
- Nominated **Akzo Nobel Representative of the Year**-1993.
- **Achieved 132% of market share** for oral contraceptives-1994, and **116%**-1993.
- **Consistently ranked among top 10 producers** in sale of anesthesia product.

8/90 - 3/91 **SONY RECORDS INC.** - New York, New York
STAFF ACCOUNTANT

- Prepared monthly operation schedules; organized and distributed monthly operations book; computed financial performance for Month and YTD.
- Calculated Variance schedules using Lotus 1-2-3 spreadsheets.

EDUCATION: FORDHAM UNIVERSITY - New York
Master of Business Administration - Marketing - Anticipated 1997
Bachelor of Science - Accounting 1990

HONORS: Student Athlete All-Scholastic Roll
Fordham University Athletic Scholarship - 4 years
Member North/South All-Star Team

COMPUTER EXPERIENCE: Macintosh, IBM PC, Basic, Lotus 1-2-3

INTERESTS: Member New York Athletic Club