John Wilson

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OBJECTIVE

A sales position with a progressive company that can utilize my experience in the introduction, management and sales of new products in the pharmaceutical industry

SUMMARY OF QUALIFICATIONS

- Strong background in sales, marketing, account management, territory development, sales presentation development, order processing, customer service, and public relations
- A proven track record as a top sales producer, always ranked in top percentile
- Highly experienced in all aspects of the sales process, while meeting and exceeding all sales quotas
- Possesses a strong knowledge of pharmaceutical and medical industry products

PROFESSIONAL EXPERIENCE

Police Officer, NAME OF POLICE DEPARTMENT, Anytown, ST **2004 - Present**

Perform routine law enforcement duties such as patrol work, area surveillance, upholding traffic laws, investigative work, crisis intervention, report preparation, community relations, and other related assignments

Pharmaceutical Sales, NAME OF PHARMACEUTICAL CO., Anytown, ST **2002 - 2003**

Marketed and sold two pharmaceutical products (Altace and Protonix) and performed routine sales duties including new product introduction, order processing, educating physicians on products, promotional work, and all aspects of customer relations. **Results:**

- Achieved 42 / 136 ranking in zone sales and 8 / 23 in area sales (Altace campaign)
- Earned 10 / 136 ranking in zone sales and 2 / 23 in area sales(Protonix campaign)
- Top performer in Protonix campaign winning largest market share (28.1) in sales district among top five proton pump inhibitor (PPI) drugs

Sales Consultant, NAME OF SECURITY COMPANY, Anytown, ST **2001 - 2002**

Sold and marketed security systems, developed sales presentations, processed orders and maintained customer relations

- Rated #1 in overall sales volume among four sales reps
- Created effective sales strategies to counter customers' pricing objections

EDUCATION

Bachelor of Arts, Business Administration, NAME OF UNIVERSITY, Anytown, ST (2001)

Certificate in Law Enforcement, ANYTOWN COMMUNITY COLLEGE, Anytown, ST (2003)

COMPUTER SKILLS

Windows, Word, Excel, PowerPoint, Internet