



Free Resume Candidate Reference 090421-2

Resume Title: GA: Roswell – Senior Sales Professional Pharmaceutical, Petroleum and Consumer Products.

SALES PROFESSIONAL

- ◆ Accomplished Sales Representative with documented success in Pharmaceutical, Petroleum and Consumer Products.
- ◆ Exceed company objectives by developing and executing customer specific plan of action.
- ◆ Deliver sales results through exceptional communication, probing and selling skills.
- ◆ Developed and implemented award winning merchandising promotions and programs.
- ◆ Expertise in new territory development and existing territory organization & management.
- ◆ Team player: developed and led training activities at sales meetings.

STRENGTHS

Effective Selling Skills / Top Performer	Consistent Track Record of Exceeding Quotas
Relationship Development	Self-Development Skills
Outstanding Territory Management	Customer Focused / Results Driven
Excellent Communicator	Effective in Closing & Gaining Acceptance
Work Ethic & Integrity	Highly Organized & Self Motivated

PROFESSIONAL EXPERIENCE

WYETH

1988 – 2008

Global leader in pharmaceuticals and consumer health care products.

Senior Sales Representative, Atlanta, GA and Knoxville, TN

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Accomplished in development and execution of successful business plan to market products and increase sales of prescription and over-the-counter drugs. Built relationships and communicated key product messages: anatomy, physiology, disease state and treatment options

Product category experience: upper respiratory, antihistamines, analgesics, gastrointestinal drugs, oral contraceptives and estrogen cream.

Specialty experience: Pediatricians, Ear Nose and Throat, Allergists, Family Practice, Internal Medicine, OBGYN, Pain Management, Orthopedists and Emergency Room Physicians.

Achievements & Recognition:

- 23% market share growth for Protonix through call frequency, effective presentations using clinical data, feature benefit analysis and strong relationships.
- 3.3% market share increase for Premarin Cream in a declining market. Again, through call frequency effective presentations and strong physician relationships and sampling.
- President's Pinnacle Award - Three Time Winner: achieved top 7% ranking nationally based on outstanding results – RX market share growth, call budget and frequency attainment as well as leadership, teamwork and commitment to excellence.
- Regularly called on by DM to help train and lead co-workers in sales development techniques, territory planning and management activities.

B.P. Oil Company

1979 - 1986

One of the world's largest energy companies, providing fuel for transportation, energy for heat and light, retail services and petrochemical products.

Sales and Marketing Representative, Knoxville and Chattanooga, TN

Business development manager for company owned stations, dealers and convenience store owners to increase sales and profit. Responsible for the overall operations management, sales and marketing functions of refined petroleum products, motor oil, tires, batteries and accessories to independent service station dealers, distributors and company owned stores.

Achievements & Recognition:

- Won highest award – Retail Marketer of the Year: selection based on sales increases for tires, batteries and accessories as well as gasoline volume increase and profit margin, overall continuous appearance and operation of all responsible locations.
- Retail Marketer of the Month: won this award nine times.
- Operation “Spruce Up” Winner for five consecutive years: Based on territory performance and best overall station appearance.
- Winner – Motor Oil Sales Blitz: 127.5% & 104% of goal for two years.

- Motor Oil Sales Contest – second place: sold 5838 cases.

Johnson & Johnson – Personal Products Division

1978 – 1979

World's premier consumer health company.

Sales Representative, Baton Rouge, LA

Responsible for sales of consumer products to both wholesale and retail grocery accounts.

- Outstanding territory performance helped regional team win President's Cup Award, which resulted in an incentive trip to Hawaii.
- Finalist in National Creative Selling/Success Story Contest

EDUCATION

University of Pittsburgh: B.A., French & Spanish

University of Rouen, France – French studies: Literature, History, Grammar & Art History

PROFESSIONAL DEVELOPMENT

Professional Selling Skills Course – System III - (Xerox)

The Versatile Salesperson Course

Customer Focused Selling

Negotiating Skills

Responsible Business Practices

Dale Carnegie Course

COMMUNITY SERVICE WORK

President & Vice President - Smoky Mountain Soccer Club

Vice President - Bluegrass Elementary School PTA

President - Farragut Jaycees

Vice President - Farragut Jaycettes

Committee Chairperson: gymnastics team, travel volleyball team, pre-school and church

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