

# Resume 397

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## Profile Summary:

- Over 15 years' experience in creating business, generating leads, and building relationships with clients and partner agencies.
  - Over 10 years' experience in pharmaceutical sales with five additional years selling healthcare services. Operated out of multiple regions including Buffalo, New York City, and San Antonio.
  - Competitive top performer who can quickly gain meetings with decision makers, find solutions and close sales.
  - Proficient in managing staff; having supervised a team of up to 22 employees, promoting their growth through training as well as sharing on the job experience.
  - Specialized in multiple areas of pharmaceutical sales with extensive experience and certifications in: Cardiovascular, Endocrinology, Anti-Infective (HIV), and Antibiotics.
  - Extensive knowledge of medical terminology, Durable Medical Equipment (DME) and Home Medical Equipment (HME) including respiratory equipment such as ventilators and home oxygen systems.
  - Recipient of several sales awards and recognitions, particularly while working for Abbott Laboratories and as detailed below.
  - Skilled at identifying unique features and strengths of a product in order to exploit these traits to help distinguish the product from the competition.
  - Familiar with recovering lost relationships/accounts as well as generating new markets and accounts not yet contacted within the region.
  - Consistently grew market shares and exceeded established quotas across multiple businesses; previously ranked first in sales both regionally and within the district for multiple products.
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## Areas of Expertise:

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|------------------------------|--|----------------------------|
| • Pharmaceutical Knowledge   | • Medical Products and Services Sales  | • Project Management       |
| • Establishing Partnerships  | • CRM/Account Management               | • Cross Promoting          |
| • Disease State Experience   | • Tracking/Subsubmitting Documentation | • Quick Learner            |
| • Staff Training/Supervision | • Exceeding Goals and Quotas           | • MS Office                |
| • Data Analysis              | • Financial & Budget Planning          | • Communication            |
| • Sales Negotiation          | • Pharmaceutical Sales                 | • Product Development      |
| • Business Development       | • Closing Deals                        | • Client/Customer Relation |
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## Quantifiable Accomplishments:

- 200% of goal reaching full capacity at sleep centers in TX, which required additional staffing and new hires. Bringing in 30 new patients daily.
  - Exceeded every quarter in the pharmaceutical sales industry. Always over 100% of goal.
  - Number one in district for all four products/Abbott. (Meridia, Synthroid, Tricor, BiacinXL)
  - Number one in region for anti-obesity product/Abbott (Meridia)
  - Promoted to Senior Sales Manager, for outstanding performance within 2 years at Abbott Labs.
  - Consistently grew market share/volume of all four products at Abbott Labs and GSK.
  - Consistently won Blitz's and SPIFF's Sales Contests.
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## Professional Experience:

### Medical Sales Account Executive

Rotech HealthCare, Inc., Buffalo, NY

6/2020 - Present

- Strong knowledge base of respiratory medical supplies and functionality; portraying the importance and necessity of each unit needed within hospital and medical centers.
- Maintains a high level of customer satisfaction by resolving customer concerns.
- Conduct daily sales calls to establish new and maintain ongoing business with referral sources in the medical community.

### Community Outreach Coordinator

- Fallon Health Weinberg MLTC, Buffalo, NY 2019 - 2020
- Works throughout the community to provide Managed Long-Term Care services to Medicaid recipients, investigating their needs and eligibility in order to provide appropriate referrals and linkages.
  - Maintains strong working knowledge of NYS Law, Code, and other Policies relating to Medicaid and eligibility for a variety of treatments and programs.
  - Represents the organization at committee meetings and other events.
- Marketing Representative/Community Liaison**  
Freedom Care, Buffalo/Niagara Region, NY 2017 - 2018
- Marketed a Consumer Directed Person Assistance Program (CDPAP) to physicians, referral coordinators, hospitals/clinics, community centers, and senior housing facilities.
  - Assisted with all aspects of sale including appointments with physicians and patient/caregiver outreach.
- Account Executive**  
CIMA Hospice, San Antonio, TX 2016 - 2017
- Established new relationships quickly with LTC facilities and hospitals.
- Sales Director**  
Sleep Apnea Labs of San Antonio, San Antonio, TX 2013 - 2016
- Contacted physicians, referral coordinators, and patient advocates to promote three sleep centers and establish connections for respiratory and DME services.
  - Opened new markets previously not contacted within the region, increasing new referrals by 125%
  - Recovered prior lost relationships and accounts, further increasing business traffic.
  - Due to the combined efforts mentioned previously, the facility was required to hire new staff in order to manage the increased customer base and workload.
- Territory Account Manager**  
Benchmark Business Solutions- Xerox Authorized Sales Agent, San Antonio, TX 2011 - 2013
- Sold and marketed office technology solutions in the medical/healthcare vertical markets.
- Pharmaceutical Territory Manager**  
Oscient Pharmaceuticals, Niagara Falls/Buffalo/Rochester, NY 2007 - 2011
- Promoted medications to a variety of physicians across WNY by consistently positioning features and benefits of products over the competition.
  - Coordinated grand rounds, CME educational symposia, and a weekly learn-at-lunch with physicians.
- HIV Clinical Specialist**  
Science Oriented Solutions-GSK, Buffalo/Rochester/Syracuse, NY 2006 - 2007
- Executed all sales initiatives to exceed sales quotas and influenced key providers to prescribe products.
  - Communicated clinical HIV information including the needs of patients to physicians and relevant staff.
- Senior Sales Representative**  
Abbott Laboratories, Inc., NYC/Westchester/Buffalo/Rochester/Niagara Falls, NY 2001 - 2006
- Promoted from Sales Representative due to strong job performance and leadership ability.
  - Sold and promoted pharmaceutical products for cholesterol, obesity, hypothyroidism, and antibiotics to endocrinologists, cardiologists, primary care doctors, and hospital physicians.
  - Recipient of multiple awards including “World of Opportunities” for product knowledge and “Peak Performance” for exceeding sales goals.
  - Continuously exceeded expectations: ranked number 1 in district in sales for all four products and ranked number 1 in region for greatest treatment volume growth for obesity product “Monster Spiff” contest.

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**Education:**

- **Bachelors of Science in Social Work** - State University of New York at Buffalo, Buffalo, NY
- **Cardiovascular, Anti-Infective, Endocrinology, Antibiotics Certification** – Abbot/GSK, Buffalo, NY