

Jane Doe

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Objective: To obtain a specialized sales position where my 14 years of sales success will mutually benefit my employer and myself.

EXPERIENCE

May 1998-Present **XYZ Medical Company** **Stamford, CT**
Senior Specialty Pharmaceutical Sales
Hospital Specialty Division

Pharmaceutical Manufacturer specializing in Oncology, Neurology and Pain Drugs

- Specialties called on include Oncology, Pain Management and Neurology
- Territory encompasses the Franklin county area including the OSU Medical Center
- Marketed top selling pain medication to specialist and a Local Anesthetic to hospitals and surgery centers
- Achieved Senior Medical Marketing status in the shortest time frame possible of 7 years
- Promoted to Analgesia Specialist in 2003
- National Representative of the year for 2002 in Local Anesthetic sales. Dealt with reimbursement issues pertaining to local anesthetics
- District Representative of the year for 2000
- Received President's award in 2000
- Number 1 out of 500 representatives in 2000
- Number 12 out of 350 representatives in 2003
- Number 9 out of 350 representatives in 2004

May 1990-May 1998 **XYZ Company** **Stamford, Ct**
Medical Representative
Anesthesia Sales Division

Medical Sales Representative selling and training physicians on the latest products in the Anesthesia, Neurology and Oncology arena

- Specialties called on included Oncology, Neurology, and Anesthesiology
- District Representative of the year 1999
- President's Club award winner 1997, 1998 and 1999
- Presidents Council 1998, 1999 and 2000
- District Field Trainer 1998 and 1999

EDUCATION

1990 Florida International University Miami, Fl

- B.A., Business Administration, Marketing and Finance
- Graduated Cum Laude, Overall GPA 3.8/4.0
- Worked full-time while attending college

ADDITIONAL TRAINING

- John Caldwell Selling Skills
- Dale Carnegie Negotiating Skills
- Spin Selling

LEADERSHIP

- Neurology Association
- President SAB
- SAC Committee
- Vice Chair Women's Club
- Coach Middle School Basketball