

# ROBERT SMITH

## Regional Sales Executive

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

### SUMMARY

5+ years of experience as a Sales Executive. Award-winning, resourceful, and high-energy Medical Industry Sales Professional and Brand Positioning Expert with broad experience marketing pharmaceuticals and medical supplies to local and national accounts. Significant experience in working with GPO contracts and Retail Buying Groups selling to Pharmacies, hospitals, and physicians.

### SKILLS

Consultative Sales Approach, Excellent At The Team Concept and Strong Networking Abilities, Microsoft Word, Excel, PowerPoint, and Outlook, ACT Online, Internet Applications.

### WORK EXPERIENCE

#### Regional Sales Executive

ABC Corporation - November 2014 – Present

- Proactively recruited to establish & maintain distribution of pharmaceuticals to retail, long-term care, infusion and specialty pharmacies.
- Responsible for sales, market development, account management, contract negotiations, bid/proposal development, strategic partnerships & formulation of multi-level relationships w/ key decision-makers, management & executives.
- I network proactively with group purchasing organizations and retail buying groups to bring better financial outcomes to AmerisourceBergen and my customers.
- Promoting quality products & cost containment solutions to healthcare providers to enhance their patients outcomes and strengthen my customers businesses.
- Select Achievements the first week with AmerisourceBergen I identified a missing solution and based on my input helped to close a \$5m account.
- First six months with AmerisourceBergen I increased my territory an additional 12% to goal.
- This was accomplished by working collaboratively with my team and closing four new accounts; this ranked me in the top 10% nationwide.

#### Senior Account Executive

ABC Corporation - April 2014 – November 2014

- Senior account executive establishes new electronic medical administration records software sales and medication adherence packaging to retail and long term care pharmacies.
- Develop a solution-based sales relationship by identifying potential problem areas for the customer and offering company products or services as the solution.
- Work directly with internal staff to effectively transition a new customer with effective training and software implementation.
- Continually act as a trusted advisor to the customer for the purposes of excellent customer service.
- Responsible for account management of companies top accounts.

- Trained and mentored Account Executives.
- Helped to shape sales team procedures and operating plans.

## SCHOLASTICS

- Business Marketing - (University Of Phoenix - Fort Lauderdale, FL)BA, Faculty Of Economics & Administrative Sciences - Business Administration in Marketing Management - 2005(The State University Of New York At New Paltz - New York, NY)BA, Faculty Of Economics & Administrative Sciences in Business Administration - 2002(Yeditepe University - Istanbul)