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Ms. Educator

It is a great idea to clearly identify your career goals up-front.

Career Goals

Through career development and experience, become part of a sales management team in the pharmaceutical industry.

Education

Bachelor of Education, University of Knowledge

Honours Bachelor of Science and Business, Marie Curie University
Science and Business Degree - This interdisciplinary program provided a unique blend of courses in life sciences, computers, accounting, marketing and organizational behaviour.

Employment Experience

Company A

2005-2008

Manager Sales Training and Development

Lead a team of three Sales Trainers

Designed and conducted all Initial, Regional and National Business Meeting training sessions

- Managed the Head Office Intern Program for representatives
- Logistical lead for Regional and National Meetings
- Spearheaded a company wide Sales Newsletter
- Developed an orientation CD for all new employees
- Recipient of the **2005 PRESIDENTIAL AWARD**

Highlight all awards that you have received.

2004-2005

Sales Trainer

Responsible for the training of 5 promotional products and the selling skills program to all field representatives.

Highlight all co-promotion activities that you were involved in. This is a unique experience and one that is becoming more and more important in the pharmaceutical industry.

- Managed a co-promotion partnership in training for the 5th largest (by sales) pharmaceutical brand in Canada
- Integral to the successful launch of a brand: developed training programs and disease state training
- Designed and conducted the first field based internet survey to evaluate the National Business Meeting
- Received the **Planet Award** for the design and delivery of the first virtual training program which produced a 75% cost savings

Ms. Educator

2001-2004

Company A

Sales Representative

Established professional relationships and trust with primary care physicians and Gastroenterologists through assertive salesmanship and consistent follow up

- Strategically managed a territory worth over \$2,500,000 with sales growth of 36% in 2.5 years
- Appointed to the Field Intelligence Team for Pantoloc
- Field Sales Trainer for a team of 12 representatives
- Successfully completed a Gastroenterology preceptorship in the field
- Achieved 94% on the CCPE Basic Accreditation, 96% on Gastroenterology and 94% on Endocrinology
- Awarded with Head Office Internship program (Sales Training and Development)

If you are a sales rep and want to get into head office, apply for internship programs designed to introduce sales reps to head office type jobs. This will give you a chance to prove yourself as a valued member of the head office team. When a job opening comes up, this will give you a competitive edge against other candidates from the field.

1998-2001

My District School Board

Biology/Chemistry Teacher Grade 9-OAC – School for Bright Kids

- Taught a variety of courses including: biology, chemistry, and math
- Involved with an innovative academic program for students very proficient in math, science and computers
- Provided counseling and assistance to students with learning disabilities
- Active member of the discovery day and social committees

Science Teacher Grade 7 and 8 – School for Bright Kids

- Responsible for teaching science to all 400 students in the school
- Developed unit plans to help implement the new curriculum
- Created a new science lab for the school

1993-1998

Company B

Accounting and Marketing Departments

- Responsible for accounts payable and some general ledger accounts.
- Trained new employees in the accounting department.
- Promoted to the marketing department as an assistant to the special events manager. Involved in the planning, organization, and execution of the company conference for 1,500 sales representatives.

REFERENCES

Available on request

It is possible to break into pharmaceutical sales with all sorts of backgrounds. Here are a few tips:

1. *Be persistent. There is a lot of competition for pharma sales rep jobs, so you have to be persistent and keep trying.*
2. *Demonstrate a passion for achieving objectives. A hiring sales manager makes his or her bonus based on the success of their sales reps, so they want to make sure that you are passionate about achieving or even surpassing your sales quota.*
3. *Demonstrate an ability to influence people. Selling is all about influencing behaviours while adding value.*
4. *Demonstrate your ability to learn and understand science so that you can hold valuable discussions with physicians.*
5. *Ask for the job. All sales calls have a closing, and so must your interview.*
6. *Follow-up. Follow-up. Follow-up. Again, this is part of the selling process, and you must demonstrate your understanding and ability to implement the selling process during the interview process.*

Overall, you have to prove why YOU are the best candidate for the job (ie. That you are the best person to achieve or exceed the sales objectives.).