

GREGORY M NOVARRO, MBA

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Career Summary

10-Time President's Club Award-Winning, specialty sales field access manager, directing high-impact product initiatives, delivering effective clinical healthcare selling discussions, and providing solutions-focused key account management across various customer accounts. Experience leading and coaching sales teams to improve performance and exceed profit objectives. Consistent sales achievements year over year with a proven ability to develop strategies, initiate solutions for market share growth, and initiate change. Disciplined and focused on sales achievements using a consultative approach, building long-term relationships, and developing positive tension with customers to change habits. Experience in numerous disease states, including Dermatology, Gastroenterology, Endocrinology, Cardiology, Psychiatry, Neurology, Internal Medicine, and Family Practice.

Skills & Core Strengths

Cross Functional Collaboration	Cross Functional Collaboration	Cross Functional Collaboration
Cross Functional Collaboration	Cross Functional Collaboration	Cross Functional Collaboration
Cross Functional Collaboration	Cross Functional Collaboration	Cross Functional Collaboration
Cross Functional Collaboration	Cross Functional Collaboration	Cross Functional Collaboration

Professional Experience

YourSalesResume.com 2023 to 2023

Regional Sales Director

Partner with pharmaceutical companies as a reimbursement specialist at the regional, district, and representative levels to pull through specific partnered medication for the HCP in the Northeast. Educates the HCP and the Pharma partner on managed care trends and procedures, analyzing both commercial and government plans. Works with Cover My Meds and other prior authorization entities to ensure prescription pull-through. Utilizes company Patient Assistant Programs (PAP) to provide access and affordability to thousands of patients. Customizes an individualized experience for all HCPs by obtaining their specific preferences within managed care.

- Ranked #1 of 7 DBM's in sales Q2 2021, more than doubling the second place team for Qbrexza
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ABS Pharmaceuticals

Feb 2023 to Dec 2023

Regional Sales Director | Mar 2022 - Apr 2022

Generated volume and market share growth by selling Xifaxan, Relistor, and Glumetza to gastroenterology, endocrinology, and colorectal surgeons. Analyzed local market, developed, executed, and monitored performance to maximize results. Planned and organized daily sales call activities to optimize time use and maximize the achievement of sales objectives.

- 3-Consecutive President's Club "Winner's Circle" Awards 2009, 2010, and 2011

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Sales Representative

Responsible for the sales and promotions of Duac, Luxiq, Soriatane, Olux-E, and Enbrel (Biologic). Promoted products to dermatologists.

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Education

A Better U Beauty Barber Academy

Bachelors Degree

Additional Relevant Information

- **3-Consecutive President's Club "Winner's Circle" Awards 2009, 2010, and 2011**
- 2010 Ranked #7 of 80 for the year for all products; #1 in overall volume for lead product
- 2009 Ranked #8 of 80 for the year; Winner of District MVP
- **Rookie of the Year Award Winner in 2008, ranking #1 of 85 for the year**