

Gregory M Novarro

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Executive District Sales Manager

3-Time President's Club Award-Winning specialty sales leader with extensive experience building and developing high-performing teams, devising strategic plans and initiatives, prioritizing objectives, and driving revenue generation. Superior ability to create a positive culture by empowering teams to exceed goals by delivering effective coaching, leadership, training, and resources. A launch specialist adept at inspiring teams and delivering peak performance. Experience in numerous disease states, including Internal Medicine, Family Practice, Neurology, Pain Management, Orthopedics, Women's Health, Psychiatry, ENT, Endocrinology, Family Practice, Internal Medicine, Infectious Diseases, Dermatology, Oncology, and Urology.

Pharmaceutical Sales Excellence

Cross-Functional Collaboration

Start-Up Experience

Multiple Product Launches

Innovation Driver & Problem Solver

KOL Development

Medical Device Experience

Relationship & Partnership Building

Situational Leadership

Training Experience

Strategic Business Planning

Hospital, IDN, ACO Management

Professional Experience

AstraZeneca Pharmaceuticals

Jul 2018 to Present

Executive District Sales Manager

Lead a team of 12 specialty sales representatives selling medications for various disease states. This is where I would list the products my team sells and the call points. I would also list various responsibilities.

- Promoted to Executive DSM within 3 years, the first eligible period and rarely accomplished at the organization
- Consistently ranked in the top 30% of managers year over year
- Developed three representatives for promotion in first four years
- Led two President's Club Winners in thirist three years
- Serve on multiple regional champions teams

Depomed Pharmaceuticals

Feb 2017 to Apr 2019

Regional Sales Manager

Led 12 pain specialists selling a novel opioid to pain specialists, orthopedic physicians, oncologists, family practitioners, and hospitals, including VA/DOD accounts. Sold novel opioid Nucynta, Nucynta ER, and Zipsor for pain management.

- Developed team "code of honor" to establish team identity and reduce employee turnover
- Train representatives on needs-based selling skills to gain market share and train on reimbursement strategies
- Downsizing April 2019

Nova Sales Leadership Consultants

Jun 2015 to Oct 2017

PRINCIPAL CONSULTANT

Marketed services to small and medium-sized companies helping with all aspects of operations, including developing strategic plans, maximizing growth and profitability, evaluating and developing standards of excellence to assure quality outcomes and goals, developing a fun and accountable culture, and fostering teamwork and innovation at all levels of organizations.

- Wrote and published three Amazon best-selling books
- LinkedIn Influencer
- Podcast guest for 3 national programs

EDUCATION

Bentley University

Bachelor of Science in Business Management

- All-American Football Player, Bentley Male Scholar Athlete of The Year, Co-Captain