

Gregory M Novarro

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SENIOR ONCOLOGY/HEMATOLOGY SPECIALTY SALES REPRESENTATIVE

2-Time President's Club Award Winning healthcare first-line servant 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, physician specialties, and institutions, including Cardiology, Psychiatry, Pain Management, Neurology, Rheumatology, Gastroenterology, OB/GYN, Urology, Infectious disease, and Primary Care in pharmaceutical sales. Cardiometabolic in capital equipment and consumable hospital sales, and Oncology in prognostic diagnostic testing.

PROFESSIONAL SKILLS

<i>Complex Reimbursement Solutions</i>	<i>Complex Reimbursement Solutions</i>	<i>Complex Reimbursement Solutions</i>
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EXPERIENCE

ABS Feb 2023 to present

Regional Sales Manager | Mar 2007 - Mar 2008

Responsible for increasing sales volume of Oncology testing: IHC, NGS, Flow Cytometry, and Cytogenetics, offering over 600 products (tests) through effective leadership, coaching, development of sales professionals, territory management, and sales execution. Manage 11 reps, 4 that cover Oncologists, 6 who cover the Pathologists in the hospital market, and 1 junior sales representative. Evaluate market trends and gather competitive information that affects current and future regional growth and profitability. Drive regional personnel management activities, including hiring, interviewing, ongoing training, and career development.

- Pfizer's Outstanding Achievement Award Winner in August of 2023 for contributions to Paxlovid's launch
- Develops and maintains superior relationships with key decision-makers for long-term growth and sales

Regional Sales Manager | May 2008 - Mar 2012

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growth and profitability. Drive regional personnel management activities, including hiring, interviewing, ongoing training, and career development.

- Consistently exceeded quarterly goals and finished FY21-22 #1/4 Regional Sales Managers
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ABS Pharmaceuticals

2017 to 2006

Garage Repairman

Led a team of 9 Account Managers to uncover key growth opportunities and identify ways to incorporate new perspectives and ideas while managing company resources. Assisted in setting performance objectives, forecasts, and compensation plans that align with company goals. Provided ongoing coaching to direct reports to enhance their selling skills and scientific disease state knowledge.

- Led a team of 9 Account Managers to uncover key growth opportunities and identify ways to incorporate new perspectives and ideas while managing company resources. Assisted in setting performance objectives, forecasts, and compensation plans that align with company goals. Provided ongoing coaching to direct reports to enhance their selling skills and scientific disease state knowledge.
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EDUCATION

Clemson University

Bachelor of Science in Business Management

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Additional Relevant Information

Ken Blanchard Situational Leadership

Delta Leadership Training

Franklin Covey Sales Training

TCS Telecenter Training(ExecuTrain)

Miller Heiman Strategic Selling

Impact Planning, Marketing, & Selling

Challenger SELLING

Discovery Management Training