



GREGORY M NOVARRO

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Career Summary

Multiple Award-Winning and consistently top-performing pharmaceutical sales professional directing high-impact product initiatives, delivering effective consultative and clinical healthcare selling discussions, and providing solutions-focused key account management across numerous customer accounts. Extensive background in new product launches and specialty pharmaceutical reimbursement, including buy & bill expertise, cross-functional collaboration, account management, and complex selling scenarios. A consistent history of results based on in-depth strategic planning and creative thinking while fostering long-term relationships with colleagues and customers. Experience in multiple disease-state specialties, including Rheumatology, Nephrology, Hematology, Dermatology, Psychiatry, Pediatrics, Internal Medicine, and Family Practice.

Skills & Core Strengths

Launch Planning & Implementation

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Professional Experience

ABS Pharmaceuticals

2024 to Present

Sales Director

Responsible for launching, selling, and marketing Lupkynis in Rheumatology and Nephrology for Lupus Nephritis. Engage with Rheumatologists and Nephrologists across the East Dallas to Longview, TX region. Formulate comprehensive strategic business plans encompassing territory analysis, targeted routing, peer-to-peer program incorporation, cross-functional teamwork, and plan implementation.

- Currently ranked #12/77 Sales Specials in the nation
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Regional Sales Director | 2008 - 2010

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Education

Rutgers University-Camden

Additional Relevant Information

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