

# Gregory M Novarro

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## SENIOR ONCOLOGY/HEMATOLOGY SPECIALTY SALES REPRESENTATIVE

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**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

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**Complex Reimbursement Solutions**

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## PROFESSIONAL EXPERIENCE

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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

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- 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.
- 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**

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### **Clemson University**

#### *Bachelor of Science in Business Management*

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## **ADDITIONAL RELEVANT INFORMATION**

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***Ken Blanchard Situational Leadership***

***Delta Leadership Training***

***Franklin Covey Sales Training***

***TCS Telecenter Training(ExecuTrain)***

**Miller Heiman Strategic Selling**

**Challenger SELLING**

**Impact Planning, Marketing, & Selling**

**Discovery Management Training**