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Pharmaceutical Sales Professional

Top performing Sales Professional with extensive experience in Psychiatry, Neurology, Rheumatology, Pain Management, Oncology, Pulmonary, Allergy/Asthma, Primary Care, Pediatrics, Hospital Accounts, and Pharmacy settings. Proven ability to develop long term client relationships, identify key opinion leaders, and drive sales growth. Expertise in disease states with experience in product launches, formulary additions, managed care, and selling in a B2B2C model.

<i>Scientific Knowledge and Product Fluency</i>	<i>Sales Expertise and Business Acumen</i>	<i>Relationship Building and Networking Abilities</i>
<i>Presentation and Public Speaking</i>	<i>Time Management and Organization</i>	<i>Market Intelligence and Competitive Analysis</i>
<i>Team Collaboration</i>	<i>Territory Management</i>	<i>Consultative Selling</i>
<i>Adaptability</i>	<i>Negotiation Skills</i>	<i>Emotional Intelligence</i>

Professional Experience

Mindbloom

Jan 2023 to Apr 2024

Behavioral Health Account Manager | Jan 2023 - Apr 2024

Successfully spearheaded the launch of a B2B2C initiative within a DTC company promoting Mindbloom's Comprehensive Ketamine Assisted Programs across 25 states. Developed and executed targeted sales strategies for Referral and Prescriber Programs. Independently sourced leads through market research and industry events while building a robust pipeline of potential clients. Created compelling marketing materials, brochures, and presentations for Health Care Practitioners, Therapists, and patients. Collaborated with Medical Liaison to educate and train physicians on the proper usage, dosing, benefits, and safety of Mindbloom's Ketamine.

- Achieved Highest Prescription Volume Nationwide for Q3, 2023

Sunovion Pharmaceuticals

Sep 2000 to Jan 2023

Senior Therapeutic Sales Specialist | Feb 2011 - Jan 2023

Executed a successful product launch of Latuda, an oral atypical antipsychotic for Schizophrenia and Bipolar Depression, to Psychiatrists, Psychiatric Nurse Practitioners, Psychiatric Clinics, and Hospital Accounts throughout Long Island, NY.

- Acquired formulary addition of Latuda at St. Catherine's of Siena Hospital, Smithtown, NY
- Recipient of 5 Values Matter Awards, 2011, 2012, 2014, 2015, 2016
- Winner of 6 Focus for Growth National Contest Awards, 2015, 2017, 2018, 2020, 2021, and 2022
- Winner of Nation's Fuel the Future Contest, 2018
- Winner of Northeast Area Peer Impact Award, 2019
- Two time Winner of Region of the Year Award, 2016 and 2019
- Served as Region's Managed Care Liaison, Member of Northeast Advisory Board, and Member of Insights Council Board

Senior Sales Specialist | Feb 2009 - Feb 2011

Effectively executed sales and marketing of Lunesta and Omnaris across 10 Specialties on Long Island, NY

- Top 25% of the Nation and Region in Sales Performance and awarded the title of Senior Sales Specialist, 2009
- Exceeded 100% of Quota Attainment across product portfolio, 2009
- Recipient of 9 Values Matter Awards for Peak Performance, Focus on People, and Spirit of Innovation
- Nominated Lunesta Product Leader and Long Island District Trainer

Central Nervous System Specialist | May 2004 - Feb 2009

Led the successful launch of Lunesta into the market while effectively promoting and selling Xopenex HFA and Omnaris across multiple specialties and hospital accounts.

- Gained formulary addition of Lunesta at St. Catherine's of Siena Hospital, Smithtown, NY
- Recipient of Lunesta Gold Medal in Tour de Sleep Contest, 2005
- Recipient of CNS Representative of the Year, 2005 and 2006
- Recipient of 5 Reach Awards for overall performance, 2004 - 2009
- Served as the Lunesta Team Specialist, directing a team of 11 Primary Care Representatives, to ensure successful collaboration and alignment toward achieving sales goals

Pharmaceutical Sales Specialist | Sep 2000 - May 2004

Responsible for sales and marketing of Xopenex UDV to hospitals and office based physicians across multiple specialties on Long Island. Organized CME Accredited Programs for Physicians, Pharmacists, Nurses, and Respiratory Specialists.

- Gained formulary addition of Xopenex UDV at Winthrop University Hospital, Mineola, NY
- Recipient of Xopenex Breathe & Success Award, 2001
- Recipient of 4 SPOT Awards, 2000 - 2004
- Leader of New York District Journal Club
- Member of Long Island/Brooklyn Mentoring Program and STARS Pilot Team

Innovex, Inc.

Aug 1999 to Sep 2000

Pharmaceutical Sales Specialist | Aug 1999 - Sep 2000

Served as the Contract Sales Specialist for Xopenex UDV. Responsible for sales and marketing of Xopenex UDV to office based physicians and hospital accounts across Long Island, NY

- Recipient of District Sales Award, 2000
- Recipient of 6 Xopenex Awards honoring monthly sales performance
- Member of Innovex Training Team

EDUCATION

SUNY at Albany

Bachelor of Science in Biology