

## **BUSINESS RELATIONS & SALES MANAGEMENT LEADER**

***Building High-Performing Teams to Drive Revenues for New & Repositioned Business Divisions***  
**Advancing Client Relationships | Strengthening Patient Education**

Accomplished and agile Market Strategy Executive with proven experience in identifying, analyzing and exploiting market opportunities within a variety of organizational structures and corporate development stages. Results-driven business partner and team builder with demonstrated, repeat success in developing successful teams and organizations. Creative and multi-disciplinary executive renowned for identifying cryptic connections among players from various environments using multi- and cross-disciplinary approaches to deliver innovative solutions. Proven leader with outstanding relationship building skills, strong communication abilities and exceptional emotional intelligence that excels in matrix and hierarchical structures.

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  - **Business Trend Identification & Forecasting**
  - **Talent & Performance Management**
  - **Fiscal Accountability & Goal Achievement**
- 

### **ARMSTRONG THERAPEUTICS, INC., Baltimore, MD**

**2006 – present**

*A biotechnology firm specializing in emerging neurological therapies for nervous system disorders with a \$1.4 Billion market capitalization.*

#### **Business Relations Director** (October 2010 – present)

- Appointed to create a new position to grow select regional accounts using customized business solutions integrating managed care, specialty pharmacy distribution, marketing, legal and sales management areas to improve service delivery.
- Lead grassroots advocacy and expand effectiveness of product message within the healthcare practitioner community, key industry organizations, internal corporate audiences, local communities, government agencies, insurance companies and non-profits.
- Anticipate trends and remain abreast of current scientific and industry knowledge to formulate strategies and implement plans creating opportunity, capitalizing on market shifts and driving market penetration.

#### **Area Business Manager** (October 2006 – October 2010)

- Led a four-state business region with market analysis, strategy development, initiative deployment and fiscal goals setting.
- Grew entire business unit's average dollar volume of sales 347% from 2006 to 2009.
- Selected by leadership and peer group to spearhead several key corporate projects, such as developing departmental performance metrics, devising customer relationship management systems and introducing a corporate values program.
- Received the 'Winners Circle Award' for expanding the top-ranked business unit by 32% in US Sales in 2010 and placing first in sales among Area Business Managers.
- Ranked 4<sup>th</sup> for total market share in 2010 with a significantly reduced and restructured product territory from year prior.
- Awarded #1 Area Business Manager, National Highest Capsule Dollar Volume and National Highest Market Share Awards in 2009 and exceeded \$3.2 MM in US sales during this economically challenged period.
- Exceeded goal by 16% achieving top ranked business unit in Eastern region in (116% of goal) for 2008 and 2007.

### **EMECLEX, INC., Charlotte, NC**

**2004 – 2006**

*A start-up, privately owned, medical software technology company developing clinical trial development solutions.*

#### **Manager, Business Development**

- Cultivated marketing strategy and identified best use of human capital resources to deliver customized client solutions.
- Successfully generated company's first sale valued at \$50,000 within six months of launch.
- Built a pipeline exceeding \$7 MM in premier medical centers and government agencies within first year.

# Resumes For Sales And Marketing Careers

**William E. Montag**



## **Resumes For Sales And Marketing Careers:**

**Resumes for Sales and Marketing Careers** VGM Career Horizons (Firm),1998 This book offers the tools to craft a strong resume that stands out and will lead to interviews and job offers Up to date professional resume writing advice details the essential components of successful resumes and cover letters for any profession or background Includes a variety of resume formats tips on highlighting strengths and using active vocabulary and helpful work sheets for gathering personal information

**Resumes for Sales and Marketing Careers** ,2005 Sales and marketing are wide ranging fields covering everything from customer service representative to sales executive market researcher to copywriter This book contains advice on crafting a resume that will draw notice whether you are just starting out or at mid career It includes nearly 100 sample resumes and cover letters

*Wow! Resumes for Sales and Marketing Careers* Chuck Cochran,Donna Pearce,1998 Features tips guidelines and resume call outs and offers proven strategies for organising writing and delivering your own high powered resume

*Wow! Resumes for Sales & Marketing Careers* Chuck Cochran,1998

**Resumes for Sales and Marketing Careers** VGM Career Horizons (Firm),1994

**Resumes for Sales and Marketing Careers** Editors of McGraw-Hill McGraw-Hill,2005 Create a strong impressive resume that will lead you to the right job To stand out among the hundreds of job seekers applying for any position you have to have a resume that hits the target every time Resumes for Sales and Marketing Careers offers Nearly 100 sample resumes and 20 cover lettersA variety of eye catching resume formats Tips on highlighting your strengths and using active vocabulary Work sheets for gathering personal information And much more

**Sales and Marketing Resumes for \$100,000 Careers** Louise Kursmark,2000 You are an accomplished sales or marketing pro who has made a positive difference for your customers and your organization Your talents have been fundamental to the growth and success of your company But maybe you re anxious to test the waters for an advanced or more lucrative position

**Sales & Marketing Résumés for \$100,000 Careers** Louise Kursmark,2009 A collection of 140 annotated resumes and a dozen corresponding cover letters written especially for top salespeople and managers and executives in marketing product management marketing communication and sales All resumes were written by professional resume writers who have been awarded the Master Resume Writers designation from the Career Management Alliance the cream of the crop The book also gives extensive advise on writing and polishing a powerful resume writing cover letters managing your job search and using marketing and sales strategies to sell yourself into a 100 000 job Also includes specific insights from recruiters human resources personnel and hiring managers

**Vault Career Guide to Pharmaceutical Sales & Marketing** Carole Moussalli,2006 Get the inside scoop on pharmaceutical sales careers with this new Vault Guide Overview of the industry functions in pharmaceutical sales field sales sales management training and development instructional design content development project management jobs and career paths getting hired education interview preparation and more

**Real-resumes for Career Changers** Anne McKinney,2000 Writing a career change resume is the

most complex of resumes to write Using actual resumes and covering letters the editor of this series shows the reader how to consider new opportunities and how to communicate past experience in a way that builds bridges to new careers

**No-Nonsense Resumes** Arnold G. Boldt, Wendy Enelow, 2025-09-12 For the first time ever here is a resume book that clears away the clutter and gets down to the brass tacks of what it takes to write and design a resume that will get you interviews and job offers Authors and professional resume writers Wendy Enelow and Arnold Boldt share their insights knowledge and more than 35 years of combined experience to help you prepare a resume that will get you noticed not passed over No Nonsense Resumes begins with a thorough but easy to understand explanation of the key elements that are vital to creating an attention grabbing resume including how to Strategically position your resume Showcase your skills and achievements Format and design a professional looking resume Select and integrate key words Prepare and distribute your electronic resume Subsequent chapters offer specific tips on creating winning resumes for job opportunities in virtually every profession Administration Accounting Banking Government Health Care Hospitality Management Human Resources Law Enforcement Manufacturing Sales Marketing Skilled Trades and Technology Science Engineering Included in each chapter are sample resumes contributed by leading resume writers and career consultants worldwide **CareerJournal.com**

**Resume Guide for \$100,000 + Executive Jobs** William E. Montag, 2002-10-22 The Proven Professional Resume and Job Search Guide for Executives in the 100K and Above Salary Range This new expanded edition of a classic bestseller supplements veteran career advisor William Montag's years of experience with the powerful online resources of CareerJournal.com The Wall Street Journal's own career Web site Let this handy resource be your own professional executive coach with up to the minute advice on how to land your ideal executive job using proven high visibility marketing techniques The top notch real world resume and cover letter samples inside will help you launch your search with the same competitive edge held by the top level clients of Montag Associates You'll learn how critical self marketing is to your success and how to maximize your marketability by pairing the perfect cover letter with the right resume for any job opportunity By combining the author's power packaging and patented Expansionist Theory™ methods with 24/7 online job search strategies you can outmarket outsmart and outclass the competition Put your executive job search on the fast track with All the marketing techniques and online skills of professional executive career coaches Up to date listings of the best career and job search sites on the Internet Sample resumes accompanied by their own specially designed cover letters Frequently asked questions and market tested answers Top ten rules for the twenty first century job market [Encyclopedia of Job-winning Resumes](#) Myra Fournier, Jeffrey Spin, 2006-01-01 This is the most helpful and comprehensive resume book you can buy It includes more than 400 success proven resume examples that teach you how to personalize your resume according to your own unique career situation The 17 chapters contain resumes that cover all major industries span all job levels from entry level to CEO and are helpfully arranged by both job field and title to make it easy for you to quickly locate the resumes that address your particular field or

situation The first chapter includes expert advice on what to include on your resume and what to omit what to emphasize and what to tone down It is specifically designed to keep reading to a minimum so you can start sending out your resume as soon as possible The second chapter devoted to creating hard hitting cover letters includes 40 examples tht cover a wide varitey of typical career situtations while the third chapter include 30 includres 30 resumes that cover difficult circumstance There is even a chapter devoted to students to help new graduates joining the workforce Resumes for Sales and Marketing Careers CGM Career Horizons,1991 Resumes For Dummies Laura DeCarlo,Joyce Lain Kennedy,2015-08-03 Expert guidance on writing a winning resume that will set you head and shoulders above the crowd to land that elusive interview and get the job of your dreams **Winning Resume for Asian Job-Seekers** Kathleen Pokrud,2010-07-11 The First professional resume writing book The First professional resume writing book specially designed for Asian job seekers in the global marketplace Over 20 Senior HR professionals from leading Asian leading companies sharing what criteria they use in screening resumes **Real Business Plans & Marketing Tools** Anne McKinney,2003 The first title in PREP s new Business Success Series is designed to help individuals who want to prepare paperwork related to starting growing selling or marketing a business The book contains real business plans for those contemplating entrepreneurship as well as for those who have an ongoing business which they are interested in selling Readers will see samples of real business plans used by real organizations to sell a business to public companies Readers will also see samples of documents paperwork and financial statements used by real companies to obtain equity financing and bank loans A valuable section of the book is the section which shows marketing tools and business resumes used to attract new customers and increase profitability The author holds an MBA from the Harvard Business School *Contemporary Research in E-marketing* Sandeep Krishnamurthy,2005-01-01 Brings together work being conducted in may disciplines to address the intrinsic inter disciplinarity of E marketing

**Career For Dummies Three eBook Bundle: Job Interviews For Dummies, Resumes For Dummies, Cover Letters For Dummies** Joyce Lain Kennedy,2013-01-02 Three complete ebooks for one low price Created and compiled by the publisher this career bundle brings together three of the bestselling For Dummies career titles in one e only bundle With this special bundle you ll get the complete text of the following titles Resumes For Dummies 6th Edition Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you re offered an interview With a recession that has caused widespread unemployment having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you re entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and job searching Job Interviews For Dummies 4th Edition Does the thought of interviewing for a new job send shivers down your spine It doesn t have to Whether you re searching for your first job changing careers or looking for advancement in your current line of work Job Interviews For Dummies shows you how to use your skills and experiences to

your advantage and land that job Following a half decade characterized by an explosion of economic crises global expansion and technological innovation in the job market today s job seekers vie for employment in a tough era of new realities where few have gone before In addition to covering how to prepare for an interview this updated edition explores the new realities of the job market with scenarios that you can expect to encounter an updated sample question and answer section coverage of how you can harness social media in your job search information on preparing for a Web based interview and the best ways to keep your credibility when applying for several jobs at once Cover Letters For Dummies 3rd Edition Cover letters are alive and sell When they re written right that is To stand out in today s sea of qualified job seekers learn to craft riveting new breeds of cover letters create vibrant images online and discover sensational self marketing documents you never imagined This completely revised and updated 3rd Edition of Cover Letters For Dummies brings you all this plus over 200 great new samples by 62 successful professional cover letter resume writers You ve probably suspected that passive and sleepy cover letters merely hugging resumes won t get you where you want to go Especially in a shaky job market

**Career Quest for Young Professionals** Robert T Uda,2006-07 Career Quest for Young Professionals provides strategies and tactics that you can apply in the workplace to maintain a competitive edge over peers It includes principles secrets and ideas for achieving significant accomplishments that win you promotions raises awards perquisites and choice assignments Career Quest for Young Professionals will open eyes cause outside of the box thinking and promulgate paradigm shifts Career Quest for Young Professionals How to Maintain a Competitive Edge Over Your Peers works hand in hand with four of Uda s other related books They are as follows Career Quest for College Graduates Developing a Successful Career by Leveraging Each of Your Jobs Career Quest for College Students Career Development for Those Who Plan to Have a Successful Career Resumes That Pack a Punch Creating Beefy Bullets That Grab Hook and Wow Hiring Managers into Calling You for an Interview What Hue Is Your Bungee Cord Job Searching Strategies for Those Over 40 Years of Age If you learn internalize and apply the principles enclosed in this book you will traverse the fast track up your company s organization

The book delves into Resumes For Sales And Marketing Careers. Resumes For Sales And Marketing Careers is a vital topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Resumes For Sales And Marketing Careers, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to Resumes For Sales And Marketing Careers
- Chapter 2: Essential Elements of Resumes For Sales And Marketing Careers
- Chapter 3: Resumes For Sales And Marketing Careers in Everyday Life
- Chapter 4: Resumes For Sales And Marketing Careers in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, this book will provide an overview of Resumes For Sales And Marketing Careers. This chapter will explore what Resumes For Sales And Marketing Careers is, why Resumes For Sales And Marketing Careers is vital, and how to effectively learn about Resumes For Sales And Marketing Careers.
3. In chapter 2, this book will delve into the foundational concepts of Resumes For Sales And Marketing Careers. This chapter will elucidate the essential principles that must be understood to grasp Resumes For Sales And Marketing Careers in its entirety.
4. In chapter 3, the author will examine the practical applications of Resumes For Sales And Marketing Careers in daily life. The third chapter will showcase real-world examples of how Resumes For Sales And Marketing Careers can be effectively utilized in everyday scenarios.
5. In chapter 4, the author will scrutinize the relevance of Resumes For Sales And Marketing Careers in specific contexts. The fourth chapter will explore how Resumes For Sales And Marketing Careers is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about Resumes For Sales And Marketing Careers. This chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Resumes For Sales And Marketing Careers.

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### **Resumes For Sales And Marketing Careers Introduction**

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