

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.

- **Business, Marketing & Product Branding Strategy**
 - **Plan Formulation & Results-Generating Execution**
 - **Change Management & Resource Allocation**
 - **Quality Control, Process Audit & Logistics**
 - **Distribution Channel & Client Relations**
 - **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 4th 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

Laura DeCarlo, Joyce Lain Kennedy



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 Peerce,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**

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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

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