

## **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**
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  - **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 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

**Christian Drosten**



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