

NAME

TITLE

000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

Dynamic and knowledgeable account manager in the pharmaceutical industry with eight years of experience. Looking for a position where I can leverage my sales and leadership skills to support an innovative company.

Experience

Account Manager - Amylyx Pharmaceutical / Location

MONTH 2019 - Present

- Attends an average of 12 in-person events a year to generate at least 26 leads per event.
- Develops strategic digital marketing campaigns to connect with prospective customers online and achieves an average conversion rate of 18% per campaign.
- Oversees a team of six salespeople who build relationships with clients in the Midwest region.
- Reports to C-level executives weekly and collaborates with other account managers to develop strategies at the national level.

Account Manager - Waltz Health / Location

MONTH YEAR – MONTH YEAR

- Created promotional material for an average of seven new products each year.
- Identified leads on a national scale and developed customized pitches for each potential client.
- Increased sales performance by an average of two percentage points per quarter.
- Negotiated five contracts worth over \$2 million.

Project Experience

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Education

B.S. in Pharmaceutical Sciences - University of Illinois at Chicago

MONTH 2010 - 2014

- GPA: LIST
- AWARD
- AWARD

Sales Management Certification - SIOR

MONTH 2016

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Active listening
- Territory sales management
- Sales forecasting
- Strong knowledge of pharmaceutical products

Licenses & Accreditations

Licenses & Accreditations

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