

# George Robinson

## Pharmaceutical Sales Representative

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### Profile Summary

Dynamic and results-driven Pharmaceutical Sales Representative with over 8 years of experience in increasing market share, driving sales growth, and building strong client relationships within the healthcare industry. Accomplished in launching product lines, identifying customer needs, and delivering outstanding service while leveraging product knowledge and strategic sales techniques.

### Work Experience

#### Senior Pharmaceutical Sales Representative

Pfizer Inc.

1st Feb, 2018 - Present

- Increased territory sales by 25% within one year through strategic customer engagement and deep product knowledge.
- Led the successful launch of three major pharmaceutical products by collaborating with cross-functional teams and healthcare professionals, achieving a 30% market penetration in the first six months.
- Earned the 'Top Sales Performer' award in 2020 by exceeding sales targets by 40% through innovative sales strategies and exceptional client service.

#### Pharmaceutical Sales Representative

GlaxoSmithKline

1st Jan, 2015 - 31st Jan, 2018

- Developed and nurtured relationships with over 150 healthcare providers, leading to a 35% increase in prescription volume for key product lines.
- Implemented a customer-centric sales approach that resulted in a 20% improvement in customer satisfaction scores.
- Conducted market analysis and identified opportunities for growth in underrepresented areas, contributing to a 15% increase in regional sales.

### Education

#### Harvard University

Bachelor of Science in Biology

1st Sep, 2010 - 31st May, 2014

### Skills

Sales Strategy, Relationship Building, Market Analysis, Client Satisfaction, Product Knowledge, Cross-functional Collaboration, Presentation Skills

## **Notable Projects**

### **Healthcare Market Expansion Initiative**

Led a market expansion project targeting underrepresented regions, resulting in a 30% increase in sales and gaining 20 new healthcare provider accounts across the northeastern U.S.

## **Certifications**

### **Certified Medical Representative**

Issued by American Medical Certification Association, 1st Jul, 2017

## **Awards**

### **Top Sales Performer**

Awarded by Pfizer Inc., 1st Mar, 2020