

Nora Jones

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Professional Profile

Accomplished Pharmaceutical Sales Professional with 5+ years of meeting and exceeding quotas. My entrepreneurial and innovative spirit has allowed me to achieve proven successes, along with my understanding of market trends to grow and expand products and services. I am looking to utilize my educational background and medical knowledge with a respected organization that rewards hard work and innovation. Highlights of skills:

- Business Development
- Team Management & Effectiveness
- Relationship Building
- Strategic Planning & Analysis
- ROI Analysis
- Hunter Mentality
- Process Implementation
- Account Management & Expansion

Key Sales Skills

- Ability to analyze business conditions and industry trends, identifying opportunities to expand growth and market share through consultative and transactional sales methods.
- Experienced in providing clinical instruction and presenting products to effectively educate physicians and clinics, supporting their development initiatives while exceeding business goals.
- Multiple award winner (outlined below), ranked amongst the top business development executives through my ability to cold-call, prospect, generate leads and manage accounts.

Professional Experience

Pfizer – Therapeutic Specialty Representative– Specialty Therapeutics New York, NY, 4/2007 to Present

- Prospecting, account management and new business development of pharmaceutical solutions using a consultative sales approach to and then tailoring those solutions for a profitable partnership.
- Responsible for the launch of Selzentry in partnership with Viracept in the bilingual HIV market, meeting with key level decision makers in hospitals, clinics and private practices.
- Managed portfolio of high profile clients, including Ryan White Clinics and internal medicine physicians, establishing company recognition and brand awareness.
- Penetrated multiple levels of health facilities by creating and mapping out organizational company profiles, acting as a liaison between external laboratory partners and providers.
- Exceeded sales quota by doubling Selzentry market share in a 3 month period.
- Trained, mentored and monitored new and existing sales representatives in clinical knowledge of the HIV disease states and ARV therapies.
- Work hand in hand with management on innovative and creative ideas to promote new and existing products to high level decision makers.
- Awards and accomplishments:
 - ACE Award Winner – Local Teamwork (3/2009)
 - ACE Award Winner – Field Activity/Customer Service (3/2009)
 - ACE Award Winner – Demonstrate Initiative and Proactive Behaviors (3/2009)
 - ACE Award Winner – Demonstrate Initiative and Proactive Behaviors (1/2009)
 - ACE Award Winner – Call Effectiveness/Action Selling Skills (1/2009)
 - ACE Award Winner – Demonstrate Initiative and Proactive Behaviors (6/2008)
 - ACE Award Winner – Demonstrate Initiative and Proactive Behaviors (3/2008)

**Pfizer Caribbean – Professional Healthcare Representative – Professional Healthcare
San Juan, PR, 3/2004 to 4/2007**

- Account management of Southern regions of Puerto Rico, conducting sales of including Geodon, Zoloft, Arecept, and Relpax in the neurosciences arena.
- Collaborate with key local speakers on presentations targeted at increased prescriptions, leading to obtainment of formulatory approval of Geodon in private and public sector neuropsychiatry clinics.
- Oversee and mentor cross-functional sales teams on the interpretation and proper usage of clinical data, educating them on industry procedures and standards.
- Conduct quantitative and qualitative analysis of market trends and used those trends to execute and implement effective sales strategies.
- Awards and accomplishments:
 - *First in Class Winner (2006, 2007)*
 - *Geodon for Bipolar Disorder Launch Winner (2006)*
 - *Zoloft “Zip to the Finish” Winner (2006)*
 - *Division of the Year Member (2005)*
 - *LAT MVP (2004, 2005)*
 - *ACE Award Winner (2004, 2005, 2006, 2007)*

**Centro de Diagnostico y Tratamiento – Longitudinal Primary Care Preceptorship
Morovis, PR, 2002 to 2003**

- Acted as the main point of contact for patients, visitors and staff, distributing paperwork, answering phones and answering questions related to procedures.
- Conducted medical evaluations of patients including preliminary diagnoses and treatment recommendations supervised by the physician.
- Determine the financial status of patients and their eligibility for services, providing assistance in accurately completing appropriate forms and documenting information.
- Collaborate with scheduling and reception staff to maximize patient scheduling and doctor appointments, while implementing process to improve office efficiency.
- Respect and maintain privacy of all clients, assuring client confidentially while adhering to HIPAA rules and regulations.

Education

Universidad Central del Caribe – School of Medicine; Bayamon, P.R. (Completed Basic Sciences in Medical Training for USMLE Step 1 – 2000 to 2003)

Universidad Interamericana de Puerto Rico – Metropolitan Campus; San Juan, P.R. – Bachelors of Science in Biomedical Sciences (2000) (Magna Cum Laude)

Specialized Training

Fluent in English, Spanish and Italian, knowledge of Portuguese and French
Proficient in MS Office (Word, Excel, PowerPoint)