



# Johnathan Blake

## PHARMACEUTICAL SALES REPRESENTATIVE

(555) 123-4567

johnathanblake@email.com

Philadelphia, PA

### SKILLS

Territory Management	Expert
Relationship Building	Expert
Strategic Planning	Expert
CRM Software (Salesforce)	Expert
Presentation Skills	Expert

### PROFESSIONAL SUMMARY

Dynamic and results-oriented Pharmaceutical Sales Representative with over 8 years of experience in driving sales growth and building relationships with healthcare professionals. Proven ability to understand complex medical products and deliver effective presentations to various stakeholders.

### EXPERIENCE

June 2019 - Now

#### Pharmaceutical Sales Representative

Pfizer Inc. / Philadelphia, PA

- Increased territory sales by 30% within the first year by implementing targeted marketing strategies and relationship management.
- Conducted over 200 product presentations to physicians and healthcare providers, resulting in a 25% increase in product adoption.
- Collaborate with marketing teams to develop promotional materials and campaigns that aligned with healthcare regulations.

April 2016 - May 2019

#### Sales Associate

Johnson & Johnson / Philadelphia, PA

- Managed a territory of over 150 healthcare accounts, achieving a 20% year-over-year sales growth.
- Developed and maintained strong relationships with physicians, pharmacists, and hospital administrators to facilitate product uptake.
- Provided feedback to product development teams based on market trends and customer needs.

### EDUCATION

#### Bachelor of Science in Biology

University of Pennsylvania / Philadelphia, PA

Graduated May 2016

### COURSES

2021

#### Basic Life Support (BLS) Certification

American Heart Association

2020

#### Certified Pharmaceutical Sales Representative (CPSR)

National Association of Pharmaceutical Sales Representatives