

MICHAEL SMITH

Medical Sales Representative

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 Chicago, IL

Professional summary

Dynamic and enthusiastic pharmacy graduate with strong interpersonal skills and a passion for pharmaceutical sales. Skilled in product promotion, customer relations, and delivering product knowledge. Seeking an entry-level medical sales representative role to leverage pharmacy expertise and develop strong client relationships.

Experience

Medical Sales Representative Trainee

July 2024 - September 2024

Johnson & Johnson, Chicago, IL

- Participated in comprehensive product training sessions, learning about the features and benefits of pharmaceutical products for promotional efforts.
- Assisted senior sales representatives in preparing and delivering product demonstrations to doctors, pharmacists, and medical staff.
- Conducted research to identify potential leads and business opportunities in targeted healthcare markets.
- Supported the sales team in organizing and managing promotional events, trade shows, and customer meetings to enhance brand visibility.

Education

Doctor of Pharmacy (PharmD) of University of Chicago, IL

Graduated May 2025

- Relevant coursework: Pharmaceutical Marketing, Medicinal Chemistry, Patient Care, and Sales Strategies

Professional Development



Sales Training Program – Johnson & Johnson, 2025

- Completed an intensive training program on medical sales techniques and product knowledge.

Skills

- Pharmaceutical product knowledge
Expert
- Sales and marketing strategies
Expert
- Customer relationship management (CRM)
Expert
- Negotiation skills
Expert
- Public speaking and presentations
Expert
- Territory management
Expert
- Market research and analysis
Expert
- Product demonstrations
Expert
- Team collaboration
Expert
- Data reporting and analytics
Expert
- Business communication
Expert

Awards

-  Dean's List, University of Chicago – 2025
-  Sales Achievement Award, Johnson & Johnson – 2024