



Lorene Turner

Pharmaceutical Sales Representative

CONTACT

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San Francisco, CA

EDUCATION

Bachelor of Science in Marketing

University of California, Berkeley, CA | 2017

Certifications

- Pharmaceutical Sales Certification (PSA) – 2018
- Certified Sales Professional (CSP) – 2020

Professional Affiliations

- Member, Pharmaceutical Sales Network (PSN)
- Member, National Association of Pharmaceutical Sales Representatives (NAPSR)

PROFESSIONAL SUMMARY

Experienced pharmaceutical sales representative with success in promoting pharmaceutical products. Skilled in building relationships with healthcare professionals and driving sales in a competitive market. Proven ability to exceed sales targets and expand market share.

EXPERIENCE

Senior Sales Representative

2020 - Now

MedCore Pharmaceuticals, San Francisco, CA

- Manage a territory covering northern California, consistently achieving 120% of annual sales targets.
- Build and maintain relationships with over 200 healthcare professionals, ensuring continued product adoption and brand loyalty.
- Deliver detailed product presentations and hosted educational seminars to increase product awareness among healthcare providers.
- Collaborate with the marketing team to implement promotional campaigns, boosting sales by 10% within six months.

Sales Representative

2017 - 2020

Biopharma Solutions, San Francisco, CA

- Exceeded sales goals by an average of 15% year-over-year through effective product promotion and territory management.
- Played a key role in launching new product lines, leading to a 10% increase in regional sales and a 5% market share growth.
- Established strong relationships with key decision-makers, improving the company's reputation in the local medical community.
- Managed client databases, providing timely follow-ups and ensuring customer satisfaction.

SKILLS

Sales Strategy & Execution	★★★★★
Product Knowledge & Demonstrations	★★★★★
Relationship Management	★★★★★
Market Research & Analysis	★★★★★
Negotiation & Closing	★★★★★
CRM Software (Salesforce, HubSpot)	★★★★★
Territory Management	★★★★★