

Lismary Maza

Pharmaceutical Sales Representative

Profile

I am a pharmaceutical sales representative with 3+ years of experience. I have successfully marketed and sold various drugs to physicians in my territory. My ability to establish strong relationships has resulted in increased sales for the company I work for.

Employment History

Pharmaceutical Sales Representative at Pfizer – Pennsylvania

Feb 2022 - Present

- Successfully closed 100% of sales opportunities in assigned territory.
- Exceeded quarterly sales target by 20%.
- Built and maintained strong relationships with key customers, resulting in repeat business.
- Regularly exceeded monthly call quotas, averaging 125 calls per day.
- Successfully completed product training program and received certification.
- Won 'Top Sales Representative' award for Q2.

Senior Pharmaceutical Sales Representative at GlaxoSmithKline – North Carolina

Jul 2019 - Dec 2021

- Exceeded quarterly sales targets by 15%.
- Ranked in the top 20% of pharmaceutical sales representatives nationwide.
- Generated \$2 million in new business for company XYZ over a 12-month period.
- Successfully launched 3 new products in challenging markets.
- Managed key accounts totaling \$10 million in annual revenue.

Education

B.S. in Pharmaceutical Sales at University of Texas, Austin, TX

Sep 2014 - May 2019

Some technical skills I learned while studying for a B.S. in Pharmaceutical Sales include learning about various pharmaceutical products, understanding the sales process, and developing analytical and marketing skills.

Certificates

Certified Computer Technician (CCT)

Jul 2020

Pharmaceutical Sales and Marketing Specialist Certification (PSMSC)

Dec 2018

Certified Medical Representative (CMR)

Nov 2017

Details

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Links

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Skills

Pharmaceutical sales

Territory management

Time management

Account development

Product knowledge

Consultative selling skills

Oral and written communication

Languages

English

French