

SOFIA RAMIREZ

PHARMACEUTICAL SALES SPECIALIST

CONTACT

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(123) 456-7890 📞

West Point, PA 📍

[LinkedIn](#) 🌐

EDUCATION

Bachelor of Science

Marketing

University of Pennsylvania

2014 - 2018

Philadelphia, PA

SKILLS

Salesforce

Microsoft Office

Highspot

Prezi

Aktana

DocuSign

Qlik Sense

MobileIron

WORK EXPERIENCE

Pharmaceutical Sales Specialist

Merck

2021 - current / West Point, PA

- Leveraged Microsoft Office and Highspot to deliver compelling sales presentations, leading to a 24% increase in successful deal closures.
- Mentored junior sales representatives, contributing to a 12% improvement in their sales performance metrics.
- Negotiated favorable vendor agreements, resulting in a **\$500,000 annual cost reduction**.
- Streamlined sales processes through the effective utilization of Salesforce, reducing order processing time by 63 seconds.

Sales Representative

Thermo Fisher Scientific

2018 - 2021 / Pittsburgh, PA

- Penetrated new markets, contributing to a 34% increase in the customer base.
- Integrated DocuSign into the sales workflow, reducing contract processing time by 36 hours.
- Spearheaded the adoption of Aktana for sales planning and analysis, resulting in a 22% improvement in strategic targeting.
- **Surpassed quarterly sales goals by an average of 17%**, consistently contributing to the company's bottom line.

Sales Associate

Kohl's

2016 - 2018 / Pittsburgh, PA

- Implemented Qlik Sense data analytics to analyze customer preferences, resulting in a 13% improvement in product placement and a **7% boost in sales** within specific product categories.
- Led a customer loyalty program that led to a 26% increase in repeat business, contributing to a positive store image.
- Utilized MobileIron for efficient mobile device management, reducing downtime by 18% and ensuring seamless operation of handheld devices used in the sales process.
- Exceeded weekly and monthly sales targets, maintaining a 98% customer satisfaction rate based on post-purchase surveys.