



Chloe Adams

Pharmaceutical Sales Representative

Pharmaceutical sales representative with seven years of experience promoting and selling medical products to health care professionals. Skilled in market research, product training, and territory management. Known for exceeding sales quotas and building long-term client relationships.

PROFESSIONAL EXPERIENCE

- **Pharmaceutical Sales Representative, MediLife, Boston, MA**
June 2016 – Present
 - Surpassed annual sales targets by 30% for five consecutive years, generating \$2.5 million in revenue annually
 - Delivered product training to 50+ health care professionals, increasing prescription rates by 20%
 - Expanded territory coverage by 15%, identifying new opportunities in untapped markets
- **Sales Associate, HealthPro Inc., Providence, RI**
January 2014 – May 2016
 - Achieved 110% of sales quotas by cultivating relationships with healthcare providers
 - Conducted market analysis to refine sales strategies and improve product positioning

CONTACT INFORMATION

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- 🏠 Boston, MA

KEY SKILLS

- CRM tools
- Market research
- Product promotion
- Territory management
- Training and development

EDUCATION

Northeastern University | Boston, MA
Bachelor of Science (B.S.) in Biology
May 2013