

JL

Jessica Lane

Dynamic pharmaceutical sales representative with over seven years of experience promoting medical products to health care providers. Proven ability to exceed sales targets, foster long-term relationships, and deliver client-focused solutions. Adept at tailoring presentations to meet the needs of diverse stakeholders, ensuring compliance with regulatory standards.

PROFESSIONAL EXPERIENCE


Pharmaceutical Sales Representative | June 2020 - Present
MedLife Solutions | Dallas, TX


- Achieved 125% of annual sales targets by identifying opportunities within untapped markets and providing tailored product solutions
- Conduct educational sessions for 50+ health care providers weekly, enhancing product understanding and adoption by 35%
- Collaborate with cross-functional teams to develop client-specific marketing strategies, increasing territory revenue by \$500,000 annually


Sales Associate | August 2017 - May 2020
HealthRx Pharmaceuticals | Austin, TX


- Generated \$1.2 million in annual revenue by building strong relationships with physicians and health care administrators
- Delivered targeted sales presentations, resulting in a 40% increase in product portfolio adoption
- Supported the launch of three new products, coordinating with marketing teams to create impactful promotional materials

CONTACT

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 LinkedIn | Portfolio

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EDUCATION

- Bachelor of Science Biology
May 2017
University of Texas

KEY SKILLS

- Account management
- B2B sales
- Market research
- Relationship building
- Regulatory compliance