

BERGAN BAJUS

Pharmaceutical Representative

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(684) 313-2459

1234 Main St, Baltimore, MD 21201



PROFILE

Pharmaceutical Representative with 1 year of experience in driving sales growth, building strong client relationships, and effectively promoting pharmaceutical products. Adept at collaborating with healthcare professionals, conducting product presentations, and analyzing market trends. Highly skilled in implementing sales strategies, maintaining compliance with industry regulations, and delivering excellent customer service. Demonstrates strong communication, interpersonal, and organizational skills, with a track record of exceeding sales targets.

LINKS

[linkedin.com/in/berganbajus](https://www.linkedin.com/in/berganbajus)

SKILLS

Salesforce proficiency

CRM management

Medical terminology

Product knowledge

Presentation skills

Networking abilities

Negotiation expertise

LANGUAGES

English

Indonesian

EMPLOYMENT HISTORY

Pharmaceutical Sales Representative at AstraZeneca, MD

Feb 2023 - Present

- Achieved 120% of sales target in 2019 by strategically promoting AstraZeneca's cardiovascular product portfolio to healthcare professionals, resulting in a 15% increase in prescriptions and generating over \$2.5 million in revenue.
- Successfully launched a new oncology drug in the region, securing 50% market share within six months of launch, contributing to an additional \$1.2 million in sales for the fiscal year.
- Developed and maintained relationships with 30 key opinion leaders in the pharmaceutical industry, leading to an increased presence at medical conferences and a 20% increase in speaking engagements for AstraZeneca representatives, boosting product awareness and sales.

Associate Pharmaceutical Sales Representative at GlaxoSmithKline, MD

Aug 2022 - Jan 2023

- Achieved 120% of sales target in the first year, generating over \$1.5 million in revenue by effectively promoting GlaxoSmithKline's pharmaceutical products to healthcare professionals in Maryland.
- Expanded market share for a key product by 25% within six months through strategic targeting of new accounts, resulting in an additional \$500,000 in annual sales for the company.
- Successfully launched a new treatment for asthma, securing 50 new prescriptions within the first three months and contributing to a 15% increase in overall prescription volume for the product in the region.

EDUCATION

Bachelor of Science in Pharmaceutical Sciences at University of Maryland, Baltimore, MD

Sep 2018 - May 2022

Relevant Coursework: Pharmaceutical Chemistry, Pharmacology, Pharmaceutics, Biopharmaceutics, Pharmacokinetics, Medicinal Chemistry, Drug Discovery and Development, Pharmacotherapy, Toxicology, Drug Regulation, Quality Assurance, and Clinical Research.

CERTIFICATES

Certified Pharmaceutical Sales Representative (CPSR)

Jul 2021