

# KATHERINE RAY

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## PHARMACEUTICAL SALES

Proven Professional with Cross-Functional Knowledge and Sales Expertise.

### Marketing and Business Development Pharmaceutical, Optometric, and Dental Sales Communications and Presentations

RESULTS-DRIVEN. PERFORMANCE IN TOP 30%. EXCEPTIONAL INTERPERSONAL SKILLS. BUILD RAPPORT VERY QUICKLY. DECISIVE AND DETAIL-ORIENTED. CRITICAL ABILITY TO PERSUADE, NEGOTIATE, AND CLOSE, AS WELL AS BUILD COLLABORATION, AND TRUST. OUTSTANDING WORK PRIORITIZATION AND MULTI-TASKING ABILITIES. REPUTATION FOR SOUND JUDGEMENT, RELIABILITY, AND FOLLOW-THROUGH. WORK WELL INDEPENDENTLY AND AS PART OF TEAM ENVIRONMENT. MASTER NEW SYSTEMS AND PROCEDURES EASILY. FRENCH LANGUAGE: READING PROFICIENCY.

#### HIGHLIGHTS AND RECOGNITION

- **Sales Award for significant growth.**
- **Increased territory by 40%.**
- **Successfully grew client base from zero to \$164,000 annually within one year.**

#### PROFESSIONAL SALES EXPERIENCE

ALLEN THERAPEUTICS, INC., Detroit, MI 2007-present  
**Specialty Health Care Representative**

- Responsible for increasing market share in Northeast Ohio territory, as well as maintaining and generating new account relationships in Women's Health Care arena of private practice, clinics and pharmacies.

ADVANCED MEDICAL OPTICS, Santa Anna, CA 2003-2006  
**Optometric Sales Representative**

- Leader in direct sales of practice management systems to ophthalmologists and optometrists in NE Ohio.
- Successfully elevated market share 80%.

PDI, INC., Upper Saddle River, NJ 2002-2003  
**Optometric Sales Representative**

- Continuously met sales goals and achieved bonus through new contract development with ophthalmologists and optometrists in NE Ohio.
- Expanded existing territory with doctors through proactive sales, advice, and partnering efforts.

COLLAGENEX PHARMACEUTICALS, Newtown, PA 1998-2002  
**Professional Sales Representative**

- Successfully marketed pharmaceuticals to periodontists, oral surgeons, and general practitioners. Ranked 19<sup>th</sup> out of 120 Sales Representatives.

#### EDUCATION

OHIO STATE UNIVERSITY, COLUMBUS, OH

**DEGREE: Bachelor of Arts**, Certificate of Dental Hygiene

#### COMMUNITY SERVICE

Western Reserve Junior Service League (volunteer)

**Professional references are available upon request.**