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## SUMMARY

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### **Proven Sales Professional: Pharmaceutical, Medical Device, Disease Management, Value Based Health Care, Clinical Integration**

Accomplished leader with comprehensive health care market expertise, leading the clinical review and education of pharmacy and therapeutic committees for leading health care providers such as Blue Shield of California, Blue Cross Blue Shield of Arizona, and MedImpact. Primary contact for physicians, academicians, researchers, Key Opinion Leaders (KOLs) and other health care professionals. Self-directed and driven to improve all aspects of population health in the continuum of patient-care in accountable care organizations (ACOs) and clinically integrated networks. Adaptable leader accustomed to the integration of value-based decision making and complex disease management, while complying with complex regulatory, certification and accreditation standards. Strong communicator with keen problem-solving skills across all areas and levels of customer or internal organizations.

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|---------------------------|----------------------------------|----------------------------------|
| • Disease Management      | • Sales, Education, Training     | • Clinical Trial Advisory Boards |
| • Population Health       | • HEDIS Quality Measures         | • Transitions of Care            |
| • Pharmacy & Therapeutics | • Neuroscience                   | • Health Care Regulations        |
| • Medical Science Liaison | • Accountable Care Organizations | • Peer Education                 |
| • Clinical Research       | • Key Opinion Leader Relations   | • Value-Based Care               |
| • Health Care Systems     | • Account Management             | • Presentations                  |

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## PROFESSIONAL EXPERIENCE

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### **Eli Lilly, Philadelphia, PA**

**2016-Present**

#### **Director, Medical Device Sales & Education**

Across the globe, Eli Lilly employees work to discover and bring life-changing medicines to those who need them, improve the understanding and management of disease, and give back to communities through philanthropy and volunteerism.

- Identify, develop and maintain professional relationships with thought leaders, academic centers and researchers across therapeutic areas to facilitate exchange of the latest scientific data and information.
- Awarded to join Medical Director Leadership Council in 2017 and “Connect with People” in 2016.
- Present product data to health care professionals: physicians, academics, researchers and health care professionals.
- Primary medical and scientific subject matter expert for value-based health care decision-makers at top accounts:
  - Blue Shield of California: Led Ixekizumab clinical overview for the Pharmacy and Therapeutic team.
  - MedImpact: Delivered Ixekizumab clinical overview and facilitated baricitinib clinical overview for Industry Relations team; built partnership with vice president of Industry Relations.
  - Blue Cross Blue Shield Arizona: Delivered Ixekizumab clinical overview to Director of Pharmacy and vice president.
  - Sutter Health: Initiated contact with VP of Research Development and Dissemination to determine suitability of Sutter for Galcanezumab RWE study; participated in preliminary dialogue regarding presentation of Treatment Progression Model to Sutter affiliate.
  - Hawaii Medical Service Association (HMSA): Led quality measures discussion with National Kidney Foundation of Hawaii for ACO partnership. Scheduled health education workshops; built relationship with three P&T members.

### **Allergan, Phoenix, AZ**

**2013-2015**

#### **Medical Science Liaison (MSL), Neuroscience**

- Key educational subject matter expert (SME) for Chronic Migraine injection paradigm to ensure that the products were utilized effectively; served as a scientific peer and a resource to customers within the medical community.
- Established and maintained peer-peer relationships with leading physicians identified as KOLs at major academic institutions.
- Supported internal observational research study including site identification, evaluation, recruitment, meetings and external expert identification. Reported field insights to internal business partners.
- Key member of MSL Director’s Council.
- Allergan Trifecta award: 1 Mastery of Science Info 2 Peer Support & Collaboration 3 Connect with Thought Leaders.

**Eli Lilly, Phoenix, AZ**  
**Executive Territory Imaging Consultant**  
**Hospital Account Specialist**  
**Sales Representative, Neuroscience**  
**Sales Representative, Gamma**

**2005-2013**

- Implemented medical account management plans. Executed the regional medical strategy and coordinated medical delivery with direct customer interface.
  - Used effective questions with population health customers to understand explicit needs, coordinated medical responses and partnered to create positive customer experiences.
  - Maintained a broad and comprehensive medical knowledge of the Lilly portfolio and related disease states/therapeutic areas necessary to effectively respond to inquiries.
  - Developmental workshops attended included: Situational Leadership, EQ for Leaders, Crucial Conversations, Coaching Through Partnering, Belbin, Harvard Business Review Case Studies, Role playing in Lilly Coaching Model.
  - Led sales call covering programs: Leading at Lilly, District Sales Excellence, Shadow Days and Building Trust Within a Team.
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|--|---|
| • 2013 Alzheimer Business Unit Rank 5/17 (AZ)      | • 2014 Alzheimer Business Unit AP3 Pilot program (AZ) |
| • 2011 Cardiovascular FY Portfolio RANK 2/142 (AZ) | • 2012 Alzheimer Business Unit Rank 3/17 (AZ)         |
| • 2009 Cardiovascular FY Portfolio RANK 54/142 AZ  | • 2010 FYTD Portfolio RANK 6/142 (AZ)                 |
| • 2007 Acute Care FYTD Portfolio RANK 25/102 (AZ)  | • 2008 Cardiovascular FYTD Portfolio RANK 11/142 (AZ) |
| • 2005 Neuroscience FYTD RANK 70/219 (NYC)         | • 2006 Acute Care FYTD Portfolio RANK 56/102(AZ)      |
| • 2003 Neuroscience FYTD RANK 9/719 (NYC)          | • 2004 Neuroscience FYTD RANK 261/719 (NYC)           |

**Abbott, Phoenix, AZ**

**2001-2004**

**Sales, Diabetes Medical Device**

- Ranked #2 (of 202) for generating the highest market share and sales nationwide in 2007 for Abbott Diabetes Care.
- Ranked #1 (of 80) for sales for the East Coast in 2007; Presidents Club winner.
- Awarded Top of the Top award of 2007 for being the #1 representative on the East Coast.
- #2 overall rank (of 202) in sales of Freestyle, Freestyle Lite, And Precision Xtra glucose meters and strips.
- Partnered with pharmaceutical representatives to grow business and create unique solutions.
- First representative on East Coast to obtain approval from #1 doctor for the Premier Partners in Care program.
- Implemented the reordering software program in over 75 offices and pharmacies.
- Conducted diabetes workshops at pharmacies and diabetes camps throughout Arizona.

**Banner Health, Phoenix, AZ**

**1994-2000**

Banner Health provides health care with the stated mission of making a difference by providing excellent patient care.

**Nurse, NICU, RDS, Sepsis, Chromosomal Abnormality, 1997 - 2000**

- As a NICU nurse; cared for newborn babies with diagnoses such as RDS, sepsis, chromosomal abnormalities and cardiac defects.
- Conducted general nursing responsibilities included assessment, medication administration and monitoring.
- Worked with the pediatric ICU on difficult cases- IV starts, PICC lines, port access.
- Attended high-risk deliveries with Neonatology.

**Nurse, Good Samaritan Hospital, 1994 - 1997**

- Full duty CCU nurse acting under the supervision of the RN preceptor.
- Attended ACLS certification class.

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**EDUCATION**

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**M.S.N.**, Master of Science, Nursing, University of Pennsylvania, 2017

**B.S.**, Bachelor of Science, Nursing, Arizona State University, 1994, Cum Laude

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**LICENSES**

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Registered Nurse, Licensed in Arizona, Pennsylvania