

OLIVA ZURAKOWSKI

Pharmaceutical Sales Associate

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PROFILE

I am a Pharmaceutical Sales Associate with over 1 year of experience in the industry. I have worked with some of the top companies in the world and have gained valuable knowledge and skills during my time working for them. I am now looking to use my skills and knowledge to help other companies succeed in their sales goals.

LINKS

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

SKILLS

Pharmaceutical Sales

Communication Skills

Interpersonal Skills

Organizational Skills

Time Management

LANGUAGES

English

Italian

HOBBIES

Golf

Running

Weightlifting

EMPLOYMENT HISTORY

● Pharmaceutical Sales Associate at Pfizer, PA

Jun 2022 - Present

- Achieved top sales in the district for 3 consecutive quarters.
- Grew territory sales by 15% year over year.
- Exceeded quarterly targets by an average of 20%.
- Won "Rookie of the Year" award in first year of employment.
- Secured key accounts that were previously unrepresented.

● Pharmaceutical Sales Representative at Johnson & Johnson, PA

Sep 2021 - Apr 2022

- Achieved 150% of sales quota in 2017.
- Grew territory revenue by 20% in 2016.
- Exceeded call activity goals by 25% in 2015.
- Won "Rookie of the Year" award in 2014.
- Ranked #1 out of 50 reps in 2013.

EDUCATION

High School Diploma at Central High School, Philadelphia, PA

Aug 2017 - May 2021

I have learned English, Math, Science, and History while studying my High School Diploma.

CERTIFICATES

Certified Pharmaceutical Sales Associate (CPSA)

Nov 2020

Certified Medical Sales Professional (CMSP)

Apr 2019

MEMBERSHIPS

American Medical Association

American Association of Pharmaceutical Scientists