Joseph Shindorf

Pharmaceutical Sales Manager

Profile

I am a pharmaceutical sales manager with over 5 years of experience in the industry. I have successfully managed teams of sales reps and been responsible for achieving sales targets. I am knowledgeable about various therapeutic areas and have a strong network of contacts within the healthcare sector. I am an excellent communicator and possess superb negotiation skills. I am also results-oriented and thrive in fast-paced environments.

Employment History

Pharmaceutical Sales Manager at Pfizer, AZ
May 2022 - Present

- Exceeded quarterly sales goals by 15%.
- Grew territory sales by 20% year over year.
- Achieved 100% product quota in 4 out of 5 quarters.
- Won "Sales Manager of the Year" award for top performance among peers.
- Consistently ranked in Top 10 performers list for national pharmaceutical company.

Pharmaceutical Sales Representative at Merck, AZ
Jul 2017 - Apr 2022

- Exceeded quarterly sales targets by 25%, bringing in $2.3 million in revenue for the company.
- Grew territory sales by 15% year over year.
- Secured new business with 3 major accounts, worth a total of $1.2 million in annual sales.
- Achieved highest customer satisfaction ratings among all pharmaceutical representatives in the district.

Certificates

Certified Sales Manager (CSM)
Mar 2021

Certified Pharmaceutical Sales Representative (CPSR)
Feb 2020

Memberships

American Medical Association

American Association of Pharmaceutical Scientists

✉ joseph.shindorf@gmail.com
📞 (398) 394-9188
📍 7643 W Jackson St, Phoenix, AZ 85034

Education

Bachelor of Science in Pharmaceutical Sciences at University of Arizona, Tucson, AZ
Aug 2012 - May 2017

I have learned how to research and write scientific papers, how to use various laboratory equipment, and how to perform experiments.

Links

linkedin.com/in/josephshindorf

Skills

Pharmaceutical Sales

Pharmaceutical Management

Communication Skills

Interpersonal Skills

Organizational Skills

Time Management

Languages

English

Russian