



Lonie Jarrell

Pharmaceutical Sales Representative

I am a pharmaceutical sales representative with over 1 year of experience. I have successfully increased sales in my territory, and developed strong relationships with customers. I am knowledgeable about the products I sell, and take pride in providing excellent customer service.

lonie.jarrell@gmail.com 

(382) 994-7839 

1212 E Broadway, Columbia, 
MO 65201

Education

Bachelor of Science in Biology at Washington University in St. Louis

Aug 2016 - May 2021

I've learned how to study and understand complex biological systems.

Links

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

Skills

Pharmaceutical Sales



Pharmaceuticals



Biochemistry



Pharmacology



Physiology



Anatomy



Medical Terminology



Languages

English



Spanish



Employment History

Pharmaceutical Sales Representative at Novartis, MO

May 2022 - Present

- Exceeded quarterly sales targets by 15%.
- Developed and implemented a successful territory business plan that resulted in a 20% increase in market share.
- Consistently ranked in the top 10% of performers nationally for the past 3 years.
- Won "Top Salesperson of the Year" award for 2 consecutive years.

Pharmaceutical Sales Representative Trainee at Pfizer, MO

Jul 2021 - Apr 2022

- Achieved 100% of territory sales objectives within the first 6 months on the job.
- Grew annual revenues by 15% in assigned territory.
- Exceeded quarterly quotas for 3 consecutive quarters.
- Ranked in top 10% of all pharmaceutical sales representatives nationwide.
- Won "Rookie of the Year" award from company.

Certificates

Certified Pharmaceutical Sales Representative (CPSR)

Jul 2021

Certified Medical Sales Representative (CMSR)

Feb 2020

Memberships

American Medical Association

Pharmaceutical Research and Manufacturers of America