

Kathren Scarborough

Pharmaceutical Sales Specialist

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☎ (361) 657-0914

📍 1205 Washington Ave,
Portland, ME 04103

Education

Bachelor of Science in Biology at University of Maine, ME

Sep 2015 - May 2019

I have learned how to effectively communicate scientific information to laypeople, how to design and carry out scientific experiments, and how to analyze and interpret scientific data.

Links

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

Skills

Pharmaceutical Sales

Pharmaceuticals

Biochemistry

Pharmacology

Physiology

Anatomy

Biology

Languages

English

Portuguese

Profile

I am a Pharmaceutical Sales Specialist with over three years of experience in the industry. I have worked for two different companies, both in the capacity of sales representative. In my most recent position, I was responsible for managing a team of five representatives and increasing our territory's market share by 15%. My skills include excellent communication and interpersonal skills, as well as an ability to build relationships with customers. I am also proficient in Microsoft Office applications and CRM software.

Employment History

Pharmaceutical Sales Specialist at Pfizer, ME

Apr 2022 - Present

- Achieved quarterly sales targets, exceeding them by 12%.
- Grew territory revenue by 25% year over year.
- Won "Salesperson of the Month" 3 times.
- Consistently ranked in top 10% of performers company-wide.
- Trained and mentored 2 new sales representatives.

Pharmaceutical Sales Representative at Sanofi, ME

Sep 2019 - Mar 2022

- Achieved 150% of sales quota for 3 consecutive years.
- Grew territory sales by 25% in one year.
- Consistently ranked in top 10% of performers company-wide.
- Won "Rookie of the Year" and "Top Salesperson" awards in first two years on job.
- Secured key account with largest hospital system in region.

Certificates

Certified Pharmaceutical Sales Specialist (CPSS)

Dec 2020

Certified Medical Sales Professional (CMSP)

Jun 2019

Memberships

American Medical Association

American Association of Pharmaceutical Scientists