

Shameeka Fridie

Pharmaceutical Sales
Specialist

✉ shameeka.fridie@gmail.com

☎ (609) 415-2288

📍 732 Pine Street, Los Angeles, CA
90014

EDUCATION

Bachelor of Science in Biology at UCLA

Aug 2015 - May 2019

I've learned how to effectively communicate scientific information to different audiences, how to work in a team to solve problems, and how to design and carry out scientific experiments.

LINKS

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

SKILLS

Pharmaceutical Sales

Pharmaceuticals

Biochemistry

Pharmacology

Physiology

Anatomy

Biology

LANGUAGES

English

Mandarin

PROFILE

I am a Pharmaceutical Sales Specialist with over 3 years of experience in the industry. I have a proven track record of success in sales and marketing, and I am passionate about helping people get the medications they need. I am knowledgeable about the latest trends in the pharmaceutical industry, and I use my skills to create customized solutions for each client. In addition to being an expert in sales, I also have excellent communication and customer service skills that help me build strong relationships with clients.

EMPLOYMENT HISTORY

● Pharmaceutical Sales Specialist at Roche, CA

Apr 2022 - Present

- Generated \$2.5 million in sales for the company through effective territory management and relationship building with customers.
- Exceeded quarterly sales targets by 15%, leading to a bonus payout of \$10,000.
- Grew customer base by 20% through proactive outreach and regular follow-ups.
- Demonstrated excellent product knowledge during presentations to physicians, pharmacists, and other healthcare professionals.
- Consistently received positive feedback from customers regarding service levels.

● Pharmaceutical Sales Representative at Merck, CA

Sep 2019 - Mar 2022

- Achieved \$3 million in sales for the fiscal year.
- Exceeded quarterly sales goals by 15%.
- Grew territory revenue by 20% over a 6-month period.
- Secured 3 new accounts, resulting in an additional \$1.2 million in annual sales.
- Trained and mentored 2 new Sales Representatives, who both achieved their quotas within their first 6 months.

CERTIFICATES

Certified Pharmaceutical Sales Specialist (CPSS)

Aug 2020

Certified Medical Sales Professional (CMSP)

Oct 2018

MEMBERSHIPS

American Medical Association

American Association of Pharmaceutical Scientists