

JOHN H. SMITH

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LABORATORY & BIOTECHNOLOGY SALES EXECUTIVE

Dynamic Laboratory and Biotechnology Sales Executive utilizing comprehensive operational knowledge, scientific expertise, and market development for unrivaled success within fast-paced, high-growth environments.

EXECUTIVE SUMMARY

Multifaceted Laboratory and Biotechnology Sales Executive and operations expert with more than 25 years experience in product sales, utilizing operational acumen for the establishment of innovative business initiatives. An expert in enhancing business value utilizing a broad scientific background to lead strategic market research for highly effective marketing, sales, and operations management. Thrives on challenge of identifying innovative approaches to business development and communicating initiatives with executives, boards, and stakeholders to remain ahead of ever-changing industry standards.

- ❖ Change Management
- ❖ Strategic Planning
- ❖ Competitive Analysis
- ❖ Cost Reduction
- ❖ Revenue & Market Expansion
- ❖ Product Launch
- ❖ Team Leadership
- ❖ Account Retention
- ❖ Consultative Sales Strategies
- ❖ Six Sigma Methodology
- ❖ Cross-Functional Communications
- ❖ Risk Management/ FDA Regulations

EXECUTIVE EXPERIENCE

COMPARATIVE GROUP OF MARYLAND, Gilbert, MD

2007 – 2012

Business Analyst Consultant – Southwestern U.S.A.

Streamlined sales force and operations to optimize performance, decrease waste, and generate revenue, creating and analyzing quarterly reports to identify and capture potential gains. Collaborated with international corporations and business unit leaders to facilitate data collection for competitive analysis and to devise strategic and tactical plans improve performance and increase profitability. Cultivated business partnerships and improved client relations by formulating business goals and directing

- ❖ **Increased client profitability targets over 35%** utilizing Dashboard and Scorecard data to align territories for improved performance.
- ❖ **Improved CGM gross profit over 45%**, creating strategic plans based on operational and sales knowledge to surpass organizational objectives.
- ❖ **Teamed with industry leaders, such as Sprite World Corp, California Builders, Cisco Technologies, Carbonation Inc., Highland Metal, and Glass LLC** to identify new channels based on demographics and reorganize distribution to maximize profitability.

STILLEN / SUPPLIES, Belle, GA

2004 – 2007

National Sales Specialist, Analytical and Chromatography Consumable Sales

Formulated, developed, and implemented a consultative, application-solutions selling approach to business development, positioning corporation as an industry leader in the Pharmaceutical/ Biotechnology arena. Analyzed accounts, mapped customer trends, and created tactical plans to enhance revenue generation. Leveraged business partnerships and scientific knowledge to enhance sales, providing products and services to maximize profit.

- ❖ **Expanded business 45% to over \$12.5M** by reducing product categories to maximize focus on corporate initiatives.
- ❖ **Worked in collaboration with 15 regional specialists** to devise strategic and tactical sales plans, partnering with customers and analyzing business warehouse data to expand market segment and surpass competition.

NINE CORP, New York, NY

2003 – 2004

Nanotechnology Sales Executive, Business Development Sales

Recruited as a subject matter expert to work in collaboration with the Director of Marketing and CEO in the creation and sales of state-of-the-art technology. Conceptualized and initiated innovative marketing and sales campaign to expand potential clientele, opening channels in lucrative government organizations.

Executive Experience continued ...

- ❖ **Formulated and developed a product road show, introducing innovative technology to the Marine Corps,** generating sales and elevating corporate recognition in a competitive market.
- ❖ **Generated \$2M in new sales with the introduction and articulation of** the value proposition of Nine Corp's (High Technology) Nanotechnology solutions using an Atomic Force Microscope, proprietary software for proof of concept Nanolithography™ applications, for fabricating nano-devices with early-stage researchers.

HUDSON VALLEY GLOBAL, Little Rock, AK

2003

Consultant - Business Development Executive, Recruiting & Validation

Analyzed markets, identified new clientele, securing accounts across the Southwestern U.S.A. to increase revenue pipeline with strategic vision and cross-functional communications. Focused pipeline on lucrative Pharmaceutical validation services, increasing client base with advanced business development initiatives.

- ❖ **Cultivated new accounts to build a revenue pipelines valued at \$600K** negotiating contracts with superior cross-functional communications.

WINDMILLS CORPORATION, Miami, FL

2000 - 2003

Technical Account Manager, Scientific Laboratory Capital Equipment Sales

Communicated and promoted the strategic benefits of Scientific EPLC and MN Instruments, BioPharma validation services, laboratory consumable products, and LEMS software to academic, government, environmental, and life science accounts advancing organizational goals and brand recognition.

- ❖ **Increased sales from \$300K to \$1.2M in 2 years** with the implementation of business development initiatives and the introduction a new market.

PHARMACEUTICAL SALES EXPERIENCE

Obtained extensive laboratory and biopharmaceutical sales experience, creating new products, adhering to FDA regulations, and expanding product lines to platform scientific knowledge for sales success.

CYOXOGEN / PRESS BIOPHARMA, Teaneck, NJ - Consultant, Chemist Bio for Lab Support

1999 - 2000

SYMPTOM U.S.A., Point, NH - Consultant/Shift Chemist for Rostar Global

1999

DUO PHARMACEUTICAL COMPANY, Deepwater, DE

1993 - 1999

Consultant Associate QC/QA Scientist

Associate QC/QA Scientist, Process Research Facilities

EDUCATION

UNIVERSITY OF CALIFORNIA, West, CA

Master of Business Administration - *Technology Management*

NEW JERSEY STATE COLLEGE, Hoboken, NJ

Bachelor of Arts - *Natural Science & Chemistry*

NJ COMMUNITY COLLEGE, Trenton, NJ

Associate of Applied Science - *Chemical Technology*

PROFESSIONAL DEVELOPMENT:

- ❖ Master Certificate in Lean Six Sigma - Financial Services , NEW UNIVERSITY, Langhorne, PA
- ❖ STI Master Sales Specialist / DR. GEORGE ROBERT, SALES INTERNATIONAL
- ❖ Prime Performance Leadership, PRIME FINANCIAL GROUP
- ❖ The Simple Selling System, SIMPLE TRAINING

TECHNICAL PROFICIENCIES:

- ❖ Microsoft Word, Excel, & PowerPoint
- ❖ LOTUS NOTES, SAP, ACT, BUSINESS WAREHOUSE DB

