

**BRUCE E. BROWN**  
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**Senior Sales Representative** with the following qualifications:

An award winning sales representative with exceptional organizational, communication and presentation skills. Proven record of accomplishment in launching complex new products to internists, specialists and surgeons. A persistent sales professional who has successfully managed and maintained Western New York territories using critical thinking, active listening and customer focused closing skills. Educational presenter using software on products and varied therapeutic areas that mentors new hires to familiarize them with products, disease states and customer centric selling skills. Trained in HIPPA, Pharma Code, rebating, FDA scheduling regulations and AdvaMed policies.

## PROFESSIONAL EXPERIENCE

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**Manager, KJM Services, Buffalo, NY (1/2008-present), KJM is a new home service business.**

**Responsibilities:**

- Manage employees, supplies and schedules.
- Buy and sell real estate as a business.

**Senior Sales Representative & Consultant, UniWorld Health & Wellness, Buffalo, NY (3/2010-9/2010).**

- Sales consultant for corporate clients, HMO's and brokers for online Health & Wellness product.
- Develop and market literature, sales proposals, pricing for online services and contracts for existing and prospective clients.

**Specialty Sales Representative, FSC Pediatrics, Buffalo, NY (2/2009- 12/2009).**

**Responsibilities:**

- Initiate use of prescription medications **Primsol, Hycet & EZ Spacer** in Buffalo and Rochester, NY. Pharmacy & hospital negotiation responsibilities included.
- Won EZ Spacer Q2 vs. TRx growth contest; first Quarter District MVP.
- Called on 10 pediatricians, otolaryngology and urologic surgeons daily.

**Senior Sales Representative, Knoll/Abbott Laboratories, Buffalo, NY (5/1997- 11/2007).**

**Responsibilities:**

- Promoted to Abbott Labs Senior Sales Representative.
- Annual Club of Excellence, top 5% of representatives nationally.
- Consistently achieved 100% of quotas and overall expectations from 1997-2005.
- Received numerous spot awards for assisting in directing company meetings. Used in company role-playing videos, worked conventions and mentored new representatives.
- Successfully launched and sold lipid lowering, thyroid, antibiotics, hypertension and pain products to Endocrinologists, Cardiologists, Internists, Neurologists and Rheumatologists.
- Consistently built relationships with physicians and staff through persuasive selling to influence providers to use branded products verses generics in thyroid, cholesterol, and lipid and infection management. Initiated the total office call methodology.
- Organized Western New York territories identified new targets and implemented effective sales strategies to capture new business. Required 10 face-to-face calls per day, two pharmacy calls.

- Cultivated relationships with key opinion leaders and difficult to see physicians to maximize co-promoted products utilization, increase market share and establish formulary wins.

**Professional Sales Representative, Professional Detailing Inc., Buffalo, NY, Contract Pharmaceutical Sales (3/1995- 5/ 1997).**

**Responsibilities:**

- Co-ordinate directives from PDI and contracting company to promote hiring companies products.
- Received intense training on myriad disease states and products. Sold specialty products to Gastroenterologists, Allergists, Cardiologists, Nephrologists and Internists.
- Contracts included, Astra Merck- Prilosec; Johnson & Johnson Merck and Janssen- Pepcid and Hismanal; Boehringer Mannheim- Demadex.
- Consistently had positive annual reviews and was awarded new company contracts.

**Professional Sales Representative, G.D.Searle, Erie, PA.**

- Promoted to Searle's level III Professional Sales Representative.
- Successful launch of Daypro, Ambien & Maxaquin; exceeded 100% quota for each product.
- Called on Orthopedists, Cardiologists, Surgeons, Internists and Rheumatologists.

**Independent Agent, Northwestern Mutual Life, Erie, PA.**

- Sold more insurance contracts than any other agent in firm as 1099 agent.
- Series 6 and 63 licensed.

## **EDUCATION**

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**Allegheny College, Bachelor of Arts**, Meadville, PA, Bachelor of Arts, History & Political Science. Played for Allegheny College Soccer team.

**Florida State University**, studied in London, England.

**University of Buffalo & Millard Fillmore College**, Becoming a Leader in Life Sciences, April, 2010.

**American Institute of Medical Sales/Medical Sales College**, June 2010, Extremities, Biologics & Diagnostic Imaging, June, 2010.

**Personal**

Snow Pine Village, Board of Directors; YMCA Southtowns, Board of Managers, Property Manager; Lector, St. Mark's Church.

## **REFERENCES UPON REQUEST**