

DENISE PAPPAS

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SUMMARY

Sales Person of the Year and Leadership Awards ♦ Strategic and Consistent Sales Performer ♦
Relationship Builder ♦ Nurse with Sales Experience in Pharmaceuticals, Research Services, Devices

OBJECTIVE

Seeking a challenging sales / business development position where my diverse sales expertise can help a healthcare organization to sustain and grow its revenue.

PROFESSIONAL EXPERIENCE

NEPHROS, INC., River Edge, NJ

2012 - 2013

A global medical device company with focus on dialysis and hospital applications.

Northeast Regional Sales Manager

- Sold and managed FDA approved devices directly to hospitals and dialysis centers.
- Managed relationships with distributors in the Northeast.
- Twice recognized as the only contest winner for sales achievement in 2012.
- Utilized strong cold calling, telemarketing, and networking skills.
- Maintained ongoing, consultative sales relationships with managers and directors in facilities, biomedical, and infection prevention.

SGS NORTH AMERICA, Rutherford, NJ

2007 - 2011

A \$10.6 billion Swiss Franc, testing and research-focused company

Business Development Manager

- Supported Life Science Services - a full service, contract research organization
- Presented tailored solutions for global Phase I to IV clinical research professional services, including data management, statistics, regulatory and medical affairs, and lab services
- Organized sales meetings with pharmaceutical companies throughout the Northeast.
- Secured new sources of revenue from existing clients.
- Achieved 100 % annual increase in the number of new biopharmaceutical clients each year.
- Generated a 30% increase in revenue, selling in excess of 1 million Euros each year.

PROFESSIONAL DETAILING INC., (PDI), Parsippany, NJ 1999-2001, 2002, 2005 - 2007
A contract service organization providing sales and marketing support to pharmaceutical companies

Pharmaceutical Sales Representative

- Promoted pharmaceuticals to physicians in NJ and PA.
- Sales Person of the Year Award for National Sales Achievement, 1999, 2000.
- # 1 in Nation Leadership Council Award for Outstanding Sales Performance in 1999.
- #1 in Nation of 55, during Trimester 3 2006 for combined TRx attainment at 103%.
- #1 in District for Territory-To-Date TRx Plan to Objective in 2007.
- #1 District TRx Share growth during June, 2006 to March, 2007 at 60% growth.
- Multi-year Quick Start Performance Bonus Certificate of Achievement
- Introduced a new drug and achieved 51% growth within first four months.
- Earned the High Achiever Award on a Novartis specialty sales team contract.

ROCHE LABORATORIES, INC., Nutley, NJ 2002 - 2004
A \$10.6 Swiss Francs - testing and research-focused healthcare group.

Dermatology Sales Specialist

- #1 for Inter-Division Incentive Program contest in 2003.
- #1 for Accutane Preservation and Soriatane Growth Incentive Program.
- Exceeded annual sales goals by 237% in 2003.

Previous Pharmaceutical Sales Experience

Professional Sales Representative, Bristol - Myers Squibb
Cardiology, Infectious Disease, Respiratory Disease, Anesthesiology, Pain, Injectables

Pharmaceutical Sales Representative, Bayer Corporation
Cardiology, Infectious Disease, Women's Health, Dermatology, Injectables

EDUCATION

B.S. – University of the State of New York (now Excelsior College), Albany, NY

CERTIFICATIONS AND LICENSES

◆ NJ State Certified Teacher

◆ NJ State Licensed Practical Nurse