## Medical Sales Representative | Specialty Care

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## Profile

Medical Sales Representative with six years of experience in specialty care, covering rheumatology and dermatology practices and two hospital outpatient clinics. Qualified under German medicines law to provide product information to healthcare professionals. Consistently above target, with strong relationships with key opinion leaders and practice teams.

## Career highlights

- Reached 118 percent of the annual sales target in 2025, ranked second of 34 representatives nationally.
- Grew market share of a biologic in the territory from 14 to 21 percent in 18 months.
- Organised 12 regional medical education events with about 250 participants in total.
- Onboarded and coached three new colleagues in the region.

## Professional experience

**Medical Sales Representative, Immunology** **May 2022 to present**
**Global biopharmaceutical company (example)** Cologne, Germany

- Cover 140 rheumatology and dermatology practices and two university outpatient clinics.
- Plan visits and omnichannel follow-ups in Veeva CRM with medical and market access colleagues.
- Report adverse events within 24 hours according to pharmacovigilance procedures.

**Medical Sales Representative, Primary Care** **March 2020 to April 2022**
**Contract sales organisation (example)** Düsseldorf, Germany

- Promoted cardiovascular and diabetes products to 180 general practitioners.
- Achieved 104 and 109 percent of target in two consecutive years.
- Ran remote detailing sessions during contact restrictions.

## Education

Certified Pharmaceutical Sales Representative (Geprüfter Pharmareferent), Chamber of Industry and Commerce, 2020 | Vocational training as Pharmacy Technician (PTA), 2015

## Further training

Key account management in hospitals (2024) | Compliance in healthcare communication (yearly)

## Languages

German (native) | English (good)

## Core competencies

Specialty care sales | Rheumatology and dermatology | Key opinion leaders | Hospital outpatient clinics | Veeva CRM | Omnichannel | Territory planning | Medical events | Pharmacovigilance reporting | Compliance

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