Lewis Givens
18 Oak Lane, Houston, TX 77009 · Cell: 555-555-5555 · lgivens@email.com

**PHARMACEUTICAL SALES REPRESENTATIVE** *Physician Education / Territory Development / Relationship Building*

Nationally top-ranked pharmaceutical sales representative with unprecedented success establishing market dominance for antidiabetics products. Charismatic presenter and negotiator, deftly forging and maintaining lasting relationships with physician groups and pharmacies.

***Notable Sales Achievements***

* Scored Pharma Sales Rep of the Quarter regional and national titles every year between 2010 and 2018.
* Pioneered new territories for newly launched Bleudacan® family of products, leading product to top 5% ranking nationally within six months of release.
* Consistently earned Chairman’s Circle and National President’s Club accolades throughout career.

**PROFESSIONAL EXPERIENCE**

Biomed Corporation, Houston, TX **Pharmaceutical Sales Representative** (06/2016 to Present) Orchestrate market launch and territory penetration for Bleudacan® antidiabetics across the Southwest region of Texas, New Mexico, Arizona, and Nevada.

* Leveraged network of major accounts across four-state territory to ensure immediate market dominance of novel Bleudacan® products.
* Authored well-received whitepaper on sales trends in the antidiabetics market.
* BigPharma Inc., Houston, TX

**Pharmaceutical Sales Representative** (06/2009 to 06/2016) Established reputation as winning physician educator as representative for the antidiabetics Restorex® and Historelb® in the Texas regional market.

* Captured Chairman’s Circle rankings for each year of tenure.
* Increased sales of Restorex® by 58% and of Historelb® by 46% within six months of hiring.

**EDUCATION**

University of Texas, Austin, TX **Bachelor of Science in Marketing**

***Professional Development*** Antidiabetics Sales, Value-driven Sales Techniques, Territory Growth Strategies, Regulatory Issues