

LW

Lucas Wright

CONTACT



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LinkedIn | Portfolio



Philadelphia, PA 19103

EDUCATION

Bachelor of Science (B.S.) in
Pharmaceutical Sciences | Temple
University, Philadelphia, PA | April
2008 - May 2012

KEY SKILLS

- Pharmaceutical sales strategy
- Drug distribution partnerships
- FDA regulatory compliance
- Key account management
- Market expansion

ABOUT ME

Pharmaceutical business development manager with 11 years of experience driving sales growth, managing key client relationships, and securing distribution agreements with health care providers and biotech firms.

PROFESSIONAL EXPERIENCE

PHARMACEUTICAL BUSINESS DEVELOPMENT MANAGER | MEDADVANCE
PHARMACEUTICALS, PHILADELPHIA, PA
AUGUST 2018 - PRESENT

- Secured contracts with hospital networks and biotech firms, increasing revenue by more than \$30 million over five years
- Negotiated long-term distribution agreements, reducing supply chain costs by 18%
- Led expansion into three new markets, increasing product reach by 40%

PHARMACEUTICAL SALES REPRESENTATIVE | BIOPHARM SOLUTIONS,
PHILADELPHIA, PA
MAY 2012 - AUGUST 2018

- Managed a portfolio of 50+ health care providers, driving a 25% increase in sales annually
- Developed educational presentations on new drug therapies, improving physician engagement by 30%
- Assisted in regulatory compliance initiatives, ensuring adherence to FDA marketing guidelines

CERTIFICATIONS

- CERTIFIED NATIONAL PHARMACEUTICAL REPRESENTATIVE (CNPR) |
NATIONAL ASSOCIATION OF PHARMACEUTICAL SALES REPS | FEBRUARY 2015