

# NA

# Natalie Alvarez

## Pharmaceutical Sales Manager

### CONTACT



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LinkedIn | Portfolio



City, ST 12345

### EDUCATION

- Bachelor of Science in Pharmaceutical Sciences**  
University of California, San Francisco, CA | May 2013

### KEY SKILLS

- Key account & KOL relationship management
- Territory expansion & market penetration
- Cross-functional collaboration with medical affairs
- Regulatory compliance & product training

### ABOUT ME

Dedicated pharmaceutical sales manager with eight years of experience at Roche and Novartis. Expert in key account management, territory expansion, and medical liaison collaboration. Achieved a 25% growth in territory prescriptions and a 15% market share increase.

### PROFESSIONAL EXPERIENCE

**PHARMACEUTICAL SALES MANAGER | ROCHE, SAN DIEGO, CA**  
MARCH 2017 - PRESENT

- Managed a territory covering three states, driving prescriptions up 25% and increasing market share by 15%.
- Collaborated with medical affairs to train 50+ healthcare professionals on new product indications, resulting in a 20% uptake.
- Secured a \$2 million formulary inclusion deal with a major hospital system, expanding access in the region.

**SENIOR TERRITORY SALES SPECIALIST | NOVARTIS, SAN DIEGO, CA**  
JANUARY 2014 - FEBRUARY 2017

- Exceeded monthly sales targets by an average of 18% through strategic KOL engagement and clinical data presentations.
- Developed and executed co-promotion strategies with specialty pharmacies, boosting product dispensing by 12%.
- Conducted compliance and regulatory training for the sales team, maintaining 100% adherence to industry guidelines.

### CERTIFICATIONS

- CERTIFIED PHARMACEUTICAL SALES REPRESENTATIVE (CPSR) | NATIONAL ASSOCIATION OF PHARMACEUTICAL SALES REPRESENTATIVES | AUGUST 2015**