

# MICHELLE HAWAIIBORN

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As I have experienced in sales environment with relevant knowledge in life sciences and pharmacy several years. I possess very strong interpersonal selling and negotiation skill. I will increase product awareness, answer queries, provide advice and introduce new products. I'm eager to promote and sell the company's products, whether that's pharmaceutical drugs or medical equipment. I'm interested to develop accounts and ensure performance from the responsive market or segment to meet individual goals and targets.

## EXPERIENCE

**OCT 2018 – OCT 2021**

**SENIOR MEDICAL REPRESENTATIVE, PHARMA ADVICE**

I am responsible to do coaching new staffs and demonstrate or present products to healthcare staff including doctors, nurses and pharmacists for the company account numbers.

- Organise appointments and meetings with the community and hospital-based healthcare staff
- Identify and establish new business
- Negotiate contracts
- Demonstrating or present products to healthcare staff including doctors, nurses and pharmacists
- Undertake relevant research
- Meet both the business and scientific needs of healthcare professionals
- Maintain detailed records
- Attend and organise trade exhibitions, conferences and meetings
- Manage budgets
- Review sales performance
- Write reports and other documents
- Coordinate training and coaching for new sales staff

**SEP 2016 – SEP 2018**

**SALES COORDINATOR, SAI TELECOM**

I was responsible for coordinating and overseeing the flow of a company's services or products to consumers.

- Actively seek out new sales opportunities through cold calling, networking and social media
- Answer client questions regarding their account or sales products
- Working with staff members from other departments such as marketing, research/design and financing to optimize sales
- Collaborate with sales executive to negotiate with the clients
- Input sales orders and make sure each order is processed and delivered to clients
- Participate on behalf of the company in exhibitions or conferences
- Maintain supplies of sales presentation materials, including slides and brochures

## SKILLS AND QUALIFICATIONS

- Proficiency in English
- Strong interpersonal and communication skills
- Commercial awareness
- The ability to negotiate and collaborate
- Managerial skills
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Excellent knowledge of MS Office

## EDUCATION

**AUG 2012 – AUG 2016**

**BACHELOR OF PHARMACY**, FACULTY OF PHARMACEUTICAL SCIENCE AND MARKETING, TOKYO UNIVERSITY, JAPAN

- Pharmaceutics for Doctor of Pharmacy
- Pharmaceutical Chemistry for Doctor of Pharmacy
- GPA 3.90

## TRAINING AND CERTIFICATES

- Association of the British Pharmaceutical Industry
- Management and marketing strategies
- Certified Sales Executive (CSE)
- Leadership skills
- Pharmacy Management in Health System
- Intrapreneurship for Pharmacist
- Staff of the month in December 2019

## REFERENCE

- Mr. Michael Openwood, Medical Representative Manager, PHARMA ADVICE
- Mr. Timothe Deluxe, Sales Director, SAI TELECOM