



## Untapped Potential Inc.

**Vicky H.**

### SUMMARY

Self motivated and ambitious leader who desires to apply business skills, experience, and team mentality in a passionate, and purpose-driven company. Additional qualifications: new business development, cross cultural perspective, strategic market planning & focus, presentations, training, negotiations, analysis & planning.

### EDUCATION

**Bachelor of Science | Biology Major/Chemistry Minor**  
Eastern Connecticut State University  
magna cum laude, Biology Honors, University Honors

**Coursera** | Fundamentals of Pharmacology

### BOARD AND VOLUNTEER WORK

**Devonwood Homeowners Association - Board Director**  
Designed website with a third party vendor. Oversaw all aspects of website activity/communication. Managed financial budget.

**East Farm Elementary School - Assisted the PTO** with fundraising projects and student events.

### AWARDS

**Making a Difference Award**  
Demonstrated organizational behavior and collaborated seamlessly to grow hospital and retail business.

**Nexium #1 Club Award**  
Outstanding Achievement for top product sales in the Northeast Region.

**Dominance & Market Leadership Awards**  
Multiple awards across product portfolios.

### SKILLS

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	Leadership
	Critical Thinking
	Planning and Organizing
	Technology
	Communication
	Tactical (Results Oriented)

### EXPERIENCE

**Health Champion** *Business Consultant*  
Conducted market research to identify product need and demand. Allocated company resources to maximize return on investment and performed project management duties.

**AstraZeneca LP** *Critical Care Hospital Representative*  
Orchestrated communications among key hospital department Directors, Pharmacy and Therapeutics, and Microbiology Departments, to gain hospital formulary status for product portfolio. Negotiated contracts and conducted hospital in-services for ICU and Respiratory Rehab Centers. Collaborated cross-functionally with District Sales Managers, Account Executives, and Network Provider Managers to ensure retail market growth and gain insurance plan preferred product coverage within assigned territory.

*Pharmaceutical Sales Specialist*  
Called on Gastroenterologists, Psychiatrists, Allergist, ENT's, Pediatricians, and high volume Primary Care Physicians. Maintained a high level of clinical expertise to build relationships with physicians. Worked collaboratively with Long Term Care, Specialty, Hospital Representatives, and Medical Information Scientists to increase product utilization. Coordinated Territory National Speaker Programs. Implemented Customer Solutions, a physician and staff development seminar series. Selected to customize marketing materials for the National Commercial Team.

**Merck & Co., Inc.** *Professional Representative*  
Promoted cardiovascular, analgesic, and asthma products. Appointed Respiratory Specialty Point Representative.

**The College Kit** *Account Coordinator*  
Marketed Kellogg products to College students. Assessed and optimized marketing strategies to increase field staff effectiveness.

**American Red Cross/NIH** *Technologist*  
Collaborated on development of blood infectivity assay and method to remove Prions from blood samples.