

Curriculum Vitae

Full name

Address:

Tel.:

Date of Birth:

E-mail:

EXPERIENCE

11/10 - Present

XXXXXXXXXXXXX

Medical Advisor

Since November 2010 the main responsibilities are the following:

- Medical Advisor in the cardiology field - diabetes type 2 responsible.
- Growth of the customer set in cardiologists/general practitioners.
- Growth and maintenance of relations between clients and company via very frequent visits and energies to this direction.

During this period the following where achieved:

- Sales growth in 2011 until end 2014 by 500% in Diabetes,
- Sales growth in 2011 until 2014 by 200% in Cardiology,
- Success launch with Diabetes care products in the market, OTC Status
- Usage experience in CRM
- Product Strategy and Action Plan to achieve Product Sales Targets.

08/03 - 06/10

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Medical Advisor

Since May 2007 the main responsibilities were the following:

- Medical Advisor in the cardiology field - diabetes type 2 responsible.
- Growth of the customer set in cardiologists/general practitioners.
- Growth and maintenance of relations between clients and company via frequent visits and energies to this direction.
- Medical briefing in high blood pressure medicine and in diabetes of type 2, medicine newcomer in the Greek market aiming at its faster and more direct knowledge but also growth of product and share of market.
- Presentations of medicines but also studies and epidemiologic elements in hospital clinics and in events with attendance of doctors of above specialities with free discussion of all participants.

During this period the following where achieved:

- Sales growth in 2007 by 11, 3 %, in 2008 by 1, 5% and in 2009 by 2%, results which exceeded the expectations according to the evaluations.
 - Proposal and application of promotional energies to the department of marketing.
 - Analysis and presentation of floating dimensions of local market that was adopted by the responsible departments and was evaluated for deeper knowledge of market and competition.
 - Continuous training in medical subjects and in techniques of sales.
 - Award in 2008 from BRAND TEAM DIOVAN for the competition MONO LAUNCH COMPETITION
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EXPERIENCE

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Sales Representative - Medical Advisor

From September of 2003 until March of 2007 the responsibilities of the position were the following:

- Sales representative in O.T.C - RX products in 110 pharmacists, in 5 municipalities.
- Merchandising with POP materials for O.T.C products.
- Responsible for the incoming revenue.
- Medical briefing and reminder of prescribed products in 7 specialities, with 6 products.

During this period the following where achieved:

- Sales growth in 2004 by 10 % and in 2005 by 6%.
- Proposal and application of promotional energy in O.T.C product with direct result the increase of sales.

EDUCATION

9/2005 - 11/2006	M.B.A. IN BUSINESS ADMINISTRATION - MANAGEMENT, MARKETING Greek Company of Business Administration (E.E.Δ.E.)
1997 - 1999	TECHNICIAN OF AUTOMATISMS Public Vocational Training institute of Ptolemaida
1996 - 1997	POLYKLADIKO LYCEUM. DIRECTION IN BUSINESS ADMINISTRATION (Grade:19/20)

LIFELONG TRAINING

2015 - 2016	Advanced Negotiation, Team Working & Communication Skills NATIONAL KAPODISTRIAKO UNIVERSITY OF ATHENS
2009 - 2010	Marketing & Sales Services NATIONAL KAPODISTRIAKO UNIVERSITY OF ATHENS

PROFESSIONAL TRAINING

09/14	Key Account Management Greek Company of Business Administration (E.E.Δ.E). Thessaloniki
10/09	Negotiation Skills Development Greek Company of Business Administration (E.E.Δ.E). Thessaloniki
06/09	Sales Team development and growth Greek Company of Business Administration (E.E.Δ.E). Thessaloniki
06/07	Time & stress Management Greek Company of Business Administration (E.E.Δ.E). Thessaloniki

PROFESSIONAL TRAINING

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| 04/06 | General Medicine Program
Novartis Department O.T.C. Athens |
| 06/04 | Specific Applications
Professional Selling Skills (achieve global). Athens |
| 12/03 | Core Program
Professional Selling Skills (achieve global). Athens |

LANGUAGES

English
Very good user (TOEIC)

COMPUTERS

- Holder of ECDL Foundation**
- MS- Windows XP, 2003
 - MS - Office: Word, Excel, PowerPoint, Outlook, Access
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