

SUZANNE QUINTEN

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CAREER OBJECTIVE: PHARMACEUTICAL SALES

PROFILE

Highly self-motivated individual with outstanding ability to build rapport and develop positive business relationships. Able to provide profitable territory management through the following proven competencies:

Goal Setting & Attainment

Effective Listening & Communication

Teaching

>< *Enthusiasm*

>< *Integrity*

>< *Leadership*

>< *Rapport-building*

Creative Problem Solving

Time Management & Organizational Skills

EXPERIENCE

Nurse Alliance Career Placement, Service Representative – Seattle, WA **June 2003 - Present**

- Acted as a professional representative of *Nurse Alliance*, interfacing with medical professionals and corporate clients and developing solid client relationships.
- Achieved 30% increase in profit by streamlining billing process and decreasing client billing cycle.
- Acquired knowledge of medical terminology and medical institution hiring policies and procedures.

COLLEGE WORK EXPERIENCE

Chowder's Café, Server – Seattle, WA **2001 - 2003**

- Developed extensive product knowledge in order to positively market and sell consumable products and increase per-person sales.
- Responsible for quality customer service in a retail sales environment.

Big Ben Office Supplies, Office Assistant – Kirkland, WA **2000 - 2001**

- Accurately maintained and updated detailed accounts payable and receivable records.
- Provided outstanding customer service; utilized and developed solid communication skills.

Tippecanoe Mall, Receptionist – Bainbridge, WA **1999 - 2000**

- Represented Tippecanoe Mall with a professional image, providing high-profile customer service.
- Directed customer, sold and issued gift certificates, managed money and reconciled daily cash log.

EDUCATION

Bachelor of Science – 2003, GPA: 3.8

Marketing, Washington State University – Seattle, WA

Pharmaceutical Sales Certification – 2004

Successfully completed AAPSP entry-level pharmaceutical sales program

AFFILIATIONS

Certified Member American Association of Pharmaceutical Sales Professionals – 2004

Member Muscular Dystrophy Association – 1999, 2000, 2001
