

# CYNTHIA GREENE

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## PHARMACEUTICAL SALES

Poised to contribute unique drive for excellence and success to your firm as a pharmaceutical sales representative

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### PROFESSIONAL PROFILE

- ♦ Motivated rising professional with strong marketing education, sales-related background, and competitive drive demonstrated through achievements in team sports.
- ♦ Enthusiastic, knowledge-hungry self-starter, eager to meet challenges and quickly assimilate product knowledge; committed to assessing customer needs and helping people through pharmaceuticals.
- ♦ Customer-focused communicator with ability to understand and convey complex product information, develop rapport, build strong relationships with customers, and deliver high-impact sales presentations.
- ♦ Computer-proficient performer with expertise that includes Windows 95/98/ME, MS Word, PowerPoint, Excel, Dreamweaver, and Fireworks.

### EDUCATION

- ♦ *Bachelor of Science in Business Administration*, Cum Laude, Florida Southern College, Lakeland, FL, expected May 2009; GPA in major: 3.91; Overall GPA: 3.59; Dean's List: Seven Semesters

### HIGHLIGHTS OF EXPERIENCE and ACCOMPLISHMENTS

#### *Marketing ~ Sales Support*

- ♦ Collaborated on semester-long marketing group project involving total marketing plan for Bonefish Grill restaurant; contributed extensive research, teamwork, analysis, and presentation skills.
- ♦ Developed professional-selling video that demonstrated personal-selling skills by explaining product's features, advantages, and benefits to client.
- ♦ Nominated for sales presentation of the year in professional-selling class.
- ♦ Developed Integrated Marketing Communications plan for college's office of career services in a team collaboration that included interviews, collecting/analyzing research, and delivering formal sales pitch to client.
- ♦ Selected as Outstanding Marketing student by Florida Southern faculty members, as well as winner of Ward Maddox Award for excellence as a business-school student.
- ♦ As Vice President of Membership for student chapter of American Marketing Association, applied personal selling/communication skills to recruiting new members; helped increase membership 400 percent.
- ♦ Assisted sales reps at State Farm Insurance Agency.

#### *Leadership ~ Competitive Drive ~ Teamwork*

- ♦ Earned scholarship to play for Florida Southern College Women's Basketball Team.
- ♦ Served as Student Activities Council Representative for Women's Basketball.
- ♦ Selected for All-Academic Team for Sunshine State Conference Women's Basketball.
- ♦ As Academic Achievement Chair for Alpha Kappa Delta Sorority, oversaw entire sorority's grades and helped those who needed academic assistance.

#### *Customer Service*

- ♦ Provided customer service to multi-lined policyholders at State Farm Insurance Agency.
- ♦ Served members of Alpha Xi Delta Sorority as Recording Secretary by attending all meetings, taking accurate minutes of each meeting, and providing current-events information to all sorority members.

### EXPERIENCE HISTORY

- ♦ Customer Service Representative, State Farm Insurance Agency, Lakeland, FL, Winters 2006 to 2007 and Summers 2004 to 2005
- ♦ Vice President, Membership, American Marketing Association, Florida Southern College, Lakeland, FL, 2006 to 2007
- ♦ Recording Secretary, Alpha Kappa Delta, Florida Southern College, Lakeland, FL, 2006 to 2007
- ♦ Academic Achievement Chair, Alpha Kappa Delta, Florida Southern College, Lakeland, FL, 2005 to 2007
- ♦ Shooting Guard, Women's Basketball Team, Florida Southern College, Lakeland, FL, 2004 to 2006

