

ELIZABETH ANN CONDIE, R.N., B.S.N.
7900 Conser St. #407 Overland Park, Kansas
(913 593-9630 Cell, Eacondie@gmail.com)

I am interested in employment with your business, and would like to be considered for positions that are available now or in the near future that would benefit from my proven year's of experience in Medical Sales and Nursing.

My background reflects more than twenty years of highly transferable experience in Pharmaceutical Product Sales and Medical Devices Sales. In this capacity, I have established and maintained long-term, loyal client relationships and have been in the Top Rankings for sales within my Region and within my Companies nationwide. I have consistently advancement based on excellence in job performance with employer. In addition, I have extensive nursing experience within hospital, home healthcare and medical office environments.

Examples of my sales achievements in my current employment include:

- 2009 Top Sales Honors in Company that led to second Presidents Club membership
- Ranked #1 in the Region for Sales in 2008 which led to President's Club membership.
- Achieved Solvay Star status for being in the Top 4 in Sales in the Region out of 60 reps.
- Ranked in the Top Third of the Company Sales Reps nationwide for Sales achievements.
- Exceeded sales quotas by approximately 200% for the Company's national sales goal.

Educationally, I hold a Bachelor of Science degree in Nursing from Montana State University. I also hold a current Nursing License in the State of Kansas.

After you have had a chance to review my resume, I would welcome the opportunity for a personal interview and time to answer any questions you might have regarding my background and qualifications.

I look forward to hearing from you in the near future.

Most sincerely,

Elizabeth Ann Condie, R.N., B.S.N.

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OBJECTIVE:

Career advancement utilizing my proven Nursing and Sales experience in the Healthcare field.

PROFESSIONAL PROFILE:

A dedicated, self-motivated and goal-oriented professional with 20+ years of highly transferable experience within the Healthcare field. Areas of expertise include Pharmaceutical Sales, Medical Device Sales, Home Healthcare Sales, and Managed Care. Additional experience includes a strong nursing background within hospital, home health care, and medical office environments.

Representative Employment Strengths:

- Continuous career advancement based on excellence in job performance.
 - Proven record for establishing and cultivating loyal, long-term client relationships.
 - Effective written and verbal communication at all levels of the medical profession.
 - Management and training of personnel and the education of physicians.
 - Organizational and time management skills for multi-tasking and meeting deadlines.
 - Strong analytical skills for identifying/solving problems and ensuring client satisfaction.
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MEDICAL SALES EXPERIENCE:

ABBVIE PHARMACEUTICALS, Wichita, KS Market and Scottsdale, AZ 2005 – Present

Senior Sales Representative (2005 – 2011)

Senior Sales Representative (2011 – Present)

(Relocated to Arizona with ABBVIE in 2011.)

- *Current Rankings: Q1 – 2/50 Regionally; Q2 – 13/49 Regionally*
- *Specialties Include: Urology, Endocrinology, Primary Care and Internal Medicine*

Manage Sales in the Wichita Metro Market throughout South Central Kansas:

- Make 60+ calls weekly to primary care, endocrinology, and internal medicine physicians.
- Provide clients with education/benefits of dyslipidemia & testosterone replacement drugs.
- Spearhead therapeutic excellence within the company.
- Achieved 2009 Top Sales Honors in Company; was All Star Gold award winner
- Ranked #1 in the Region for Sales in 2008 which led to President's Club membership.
- Ranked in the Top Third for Sales within the Company nationwide.
- Achieved Solvay Star status for being in the Top 4 in Sales in the Region out of 60 reps.
- Consistently exceeded sales quotas by approximately 200% of national goal.
- Ranked in the Top 1/3 of the Company in Sales; was promoted to Professional Sales Rep.
- Achieved rank of 50th in the Company in Sales out of 340 Reps nationwide the first year.
- Communicated closely with Team members re: Managed Care product acceptance.

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MEDICAL SALES EXPERIENCE *(continued)*

IMAGYN MEDICAL TECHNOLOGIES (formerly Urohealth), Overland Park, KS 1994 – 1999

Area Sales Representative

Managed the direct sales of urology devices to physicians and hospitals specializing in General Surgery, Gynecology, and Urology. Provided inservice education for physicians and surgical staff on product usage.

- Spearheaded the sales of products to local distributors in volume.
- Grew Territory 120%; achieved Top Sales of the Year for the sales of DURAI product.
- Exceeded sales goals for DRISTAR product in the 1st Quarter following launch.

CURAFLEX MEDICAL SERVICES, Phoenix, AZ 1989 – 1994

Managed Care Specialist (Regional Sales Division)

- **Promoted three times with in organization**
 - Initiated and developed Managed Care division within organizations.
 - Sold and converted Managed Care contracts for Intravenous Therapy in the home.
 - Direct sales and negotiation of contracts with specialty physicians, case managers and home care agencies.
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OTHER REVELVANT EXPERIENCE:

THE UROGYNECOLOGY CENTER, Overland Park, KS 1999 – 2005

Dr. Charles Butrick, Director

Director – Nursing Services

- Urogynecology Specialist responsible for Urodynamic Testing. Performed patient education related to Female Urology. Maintained personal caseload.

ST. LUKE'S HOSPITAL, Phoenix, AZ 1989 – 1992

Nursing Supervisor

- Promoted twice based on excellence in job performance.
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EDUCATION & LICENSURE:

B.S.N. Degree

MONTANA STATE UNIVERSITY

- Personally financed 75% of education.

Current Nursing License in the State of Kansas

PROFESSIONAL AFFLILIATIONS:

Current Member

AMERICAN DIABETES ASSOCIATION
