

Chad Ramsey

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**EDUCATION: B.B.A., Marketing Major, Advertising Minor
University of Wisconsin-Whitewater, May '94**

OBJECTIVE: High energy sales professional with 14+ years of progressive sales experience, including over eight years in pharmaceutical sales. Proven ability to develop and implement successful marketing programs. Strategic planner skilled at short and long term goal setting. Strengths include an ability to achieve objectives by executing action plans and building relationships with key customers. Highly motivated and effective communicator who builds strong customer relationships leading to increased sales. Goal is to obtain a sales position leading to sales training/management, utilizing proven abilities in management, team building and customer service while exceeding sales expectations in a manner reflective of corporate philosophy.

EXPERIENCE: Boehringer Ingelheim Pharmaceuticals 9/04 - 10/09

Pharmaceutical Sales Specialist

-Primary responsibilities include selling Micardis, Spiriva, Mirapex and Flomax to primary care and internal medicine physicians in the greater Milwaukee area.

- Attended and successfully completed various management / sales training courses within Boehringer Ingelheim including Advance Sales Training, Self Assessment and Targeted Selection.
- Successfully coordinated launch of Mirapex for RLS.
- Continuously grew market share for core products; surpassed Atacand's market share in 2006.
- Member of interviewing team responsible for recruitment of potential sales candidates.
- Finished in top 10 in rankings for promoted products 2007 and 2008 (#2 overall in 2008).
- Current rank: 6 out of 22 teams (as of latest data; May 2009)

AstraZeneca Pharmaceuticals, LP 1/01 – 9/04

Pharmaceutical Sales Specialist

-Primary responsibility is to increase market share of promoted products (Atacand, Toprol-XL and Crestor) by cultivating relationships within Brookfield WI territory.

- 138% attainment of quota for Atacand in 2002
- 110% attainment of quota for Toprol-XL in 2002
- Successfully launched "Superstatin", Crestor
- Developed relationships with Internists, Family Practitioners and Cardiologists

PageNet Inc., Brookfield

Sales Manager

11/99 - 1/01

-Responsibilities included improving team performance while maintaining a full sales/service force.

- Managed a team of 5 sales reps and 5 service reps
- All aspects of human resources
- Accomplished in motivating/ training
- Successful in securing new accounts while servicing existing accounts

Outside Sales Representative

2/99 - 11/99

-Primarily responsible for securing new accounts

- Attained 120% of quota for the year
- "Award of Excellence" for the most 3rd quarter revenue
- Received "Top Gun" award in 4 of 11 months in '99

Customer Service Representative

7/98 - 2/99

-Responsibilities included servicing and selling within existing customer base.

- Attained 104% of quota for the first year
- Received "Top Gun" award in 2nd month out in the field

American Industrial, Milwaukee

Outside Sales Representative

7/96 - 7/98

-Main focus was on securing new accounts

- Identified new business opportunities, matured existing business
- Facilitated smooth transition from sales to service department
- Expanded company territory in Madison and Fond du Lac

Equinox International, Milwaukee

Independent Representative

9/94 - 6/96

-Principle responsibilities were to recruit sales force and market product lines.

- Recruited 50+ member sales force
- Served as facilitator during daily company overviews/ presentations

McAdams Graphics, Oak Creek

2/89 - 4/94

Bindery Assistant Foreman

-Central responsibilities were to insure consistent and accurate workflow.

- Supervised crew of ten; assigned tasks, monitored performance and intervened for problem solving
- Set up, operated and maintained bindery equipment
- Assisted with shipping and receiving duties
- Performed quality control checks to ensure conformance with customer specifications

SKILLS: Proficient in MS Office applications including Excel, PowerPoint and Word. Numerous professional seminars and classes in management, sales, customer service, presentation skills, and negotiations. Enjoy family, softball, football, golf and outdoors.

References provided upon request