

---

**DISTRICT BUSINESS MANAGER**

Proven, awarding winning, energetic, adaptable, dynamic leader and developer of people with a positive can do attitude. Consistently achieves goals by hiring well, being organized and tenacious, planning and executing, coaching for excellence, focusing on the customer, creating a motivating environment and holding employees accountable. Strong advocate of constant development through learning and sharing with others. Wide range of skills include:

- Agile Learner
- Extremely Organized, Multi-Tasker
- MBA, 4.0 GPA
- Ensures Accountability and Compliance
- Developer and Motivator of People
- Adept at Interviewing and Hiring
- Easily Adapts to Change, Flexible
- Presentation and Communication Abilities
- Proven Coach, Mentor, Leader and Winner
- Analytical and Strategic Problem Solver
- Positive Can Do Attitude, High Energy
- High Technology Background

**PROFESSIONAL EXPERIENCE****Pfizer, Honolulu, HI****2012-Present*****Vaccine Pharmacy and Account Specialists***

Responsible for support of the Pfizer vaccine portfolio (pneumococcal, meningococcal B) in Hawaii across a wide range of customers including retail pharmacy, Hospitals, IDN's, health plans and physician offices.

- National Premier award winner (top 5%) two years in a row and induction to the Pfizer Hall of Fame.

**Pfizer/Wyeth, Honolulu, HI****1992-2011*****District Business Manager***

Responsible for leading a district of 12 sales representatives covering the State of Hawaii for the Primary Care, Hospital and Psychiatry divisions including residents. Therapeutic areas include neuroscience, antibiotics, gastroenterology, cardiovascular, vaccines, oncology, OTC and OB/GYN.

- Presidents Recognition Award winner (top 5% of District Managers nationally) four of six years including 3 straight, 2007-2009. Achieved highest competency rating for the last three years.
- Developed talented, highly rated employees resulting in 4 divisional promotions, 10 within title promotions and 12 Presidents Recognition Award winners.
- Administered \$20 million in revenue, \$1.5 million in salaries and \$200 thousand in employee promotional and business expenses annually.
- Demonstrated adaptability, flexibility and learning agility during times of change by leading effectively and positively through 4 reorganizations and multiple product launches across 3 divisions.
- Applied exceptional organizational skills to manage a broad portfolio and diverse sales team associated with the unique position of Universal DM while consistently producing top results.
- Implemented a customer centric culture through competency based coaching with a focus on excellence. Hold representatives accountable with developmental or performance improvement plans and strict compliance to company policies.
- Facilitated District and Area wide strategy creation to overcome obstacles such as poor formulary positioning and physician objections resulting in a 110% goal attainment for a Tier III product.
- Modeled leadership abilities by implementing personal and Area wide development initiatives. Promoted 4 times in the Career Ladder Program. Trained Area District Managers on programs such as StrengthsFinders, DiSC and 212 degrees.

**WYETH, Honolulu, HI (cont.)****1992-Present*****Area Account Manager*****1993-2003**

Responsible for selling the product line to Hawaii hospitals (Commercial, Kaiser and Federal). Therapeutic areas include IV antiarrhythmics and antibiotics, ACE inhibitors, low weight molecular heparin, biologicals (TNF inhibitors, injectable synovial fluid), vaccines (pediatrics, flu), NSAID'S, antidepressants and hypnotics, antihypertensives, estrogens and contraceptives, proton pump inhibitors. Negotiate managed care contracts, including formulary positioning, and solve reimbursement issues with medical insurance companies in Hawaii. Service drug wholesaler and retail pharmacy chain accounts. Managed hospital account product contracts.

- Consistently exceed sales budgets.
- Promoted 4 times in 7 years with the Career Ladder Program which considers tenure, training, competency and performance. Completed the Certified Medical Representative Program from the CMR Institute.
- Role model for teamwork and leadership excellence within the District plus consistently high competency ratings resulted in promotion to District Manager. Go to guy boosting representative sales in troubled areas. Synvisc up 53%, NSAID's up 100%, Enbrel above goal and Area averages.

***Territory Representative*****1992-1993**

Responsible for sales of the cardiovascular, smoking cessation and antibiotic product line.

**ICL/FUJITSU, Honolulu, HI****1990 – 1992*****Account Manager***

Opened Hawaii office. Sold large computer systems to law firms. Developed marketing strategy, developed new and serviced existing accounts. Coordinated a service and support team of four.

**WANG LABORATORIES, Honolulu, HI****1983 – 1990*****Senior Sales Representative***

Sold Wang Minicomputer, PC's, Networking, Imaging, PBX and Application products to law firms, hospitals, distribution, title & escrow and government accounts.

- 3 National Sales Awards for exceeding 100% of quota.

***Marketing Specialist*****1983-1985**

Spearheaded new product introduction in 14 Asia countries for staff and customers. Acted as marketing strategist and liaison between Boston corporate and Asia offices. Traveled extensively.

Conducted marketing and product presentations, demonstrations and training on new technology.

**IBM, Honolulu, HI****1981 – 1983*****Marketing Specialist***

Low end product sales (small computer systems, memory typewriters, PC's), account servicing, tradeshow, telemarketing and senior sales staff support. Received IBM sales and product training.

**EDUCATION**

MBA with Marketing Concentration, Chaminade University of Honolulu, 4.0 GPA.

Outstanding MBA Marketing Student

Member Mu Kappa Tau - National Marketing Honor Society.

BBA in Marketing, Chaminade University of Honolulu

Legislative Internship 1981 House Representatives Tony Takitani

Quinsigamond Community College, Worcester MA.