

- Conduct field rides with Territory representatives and business analytic workshops.
- Trainer of both Primary Care and Hospital sales representatives.

July/2004 – April/2005 Pain Division

- Sales and Marketing of Pharmaceutical Pain products (Duragesic and Ultracet) to Pain specialist, Oncologist, Orthopedic Surgeons, Rheumatologist, and Psychiatry.
- District Coordinator for Duragesic Transdermal Fentanyl Patch 2005.

Jan/2003 – June/2004 Primary Care Sales Representative

- Sales and Marketing of Pharmaceutical products with approximately 135 accounts consisting mainly of Clinicians, Community Health Clinics, and Hospitals, within a specified territory of Hawaii.
- Analyze and prepare both short & long-term business plans for accounts with the intent of increasing business sales.
- Conduct sales presentations and in-service programs on specific products with the intent of educating.
- District CRM (Computer Resource Management) coordinator for 2004. Responsibilities include data analysis and Microsoft Office training for the district.

Janssen Achievements

- Director Cup 2024 Q1
- President Circle Winner 2023
- Santa Barbara District Rep of the Year 2023
- Region Rep of the Year 2023
- Director's Cup 2023 Q4
- Director's Cup 2023 Q2.
- Director's Cup 2023 Q1.
- Janssen CLX Completion 2022
- Hawaii District Rep of the Year 2022.
- Director's Cup 2022 Q4.
- Hawaii District Rep of the Year 2021.
- Hawaii District Rep of the Year 2019.
- Hawaii District Rep of the Year 2016.
- Hawaii District Rep of the Year 2013.
- Hawaii District Rep of the Year 2011.
- Hawaii District Rep of the Year 2009.
- Region Business Director Award 2007.
- Hawaii District Rep of the Year 2007.
- Region Business Director Award 2006.
- Hawaii District Rep of the Year 2006.
- Invitation to Janssen Management Development Program, 2006.
- Promoted to Hospital Specialty Sales 2005.

Experience Cont.

Nov/1997 – Dec/2002

Branch Rental Manager

Enterprise Rent-A-Car

- Oversee all business operations of the Kahului Airport branch.
- Market all existing business as well as negotiate for new business contracts. Maintained over 60 accounts. Responsible for tracking all account business, employee sales statistics, fleet occupancy, and rental car rates.
- Conduct potential new hire interviews, employee training as well as bi-annual performance reviews.
- Conduct daily motivation and job feedback for all employees. Schedule and delegate employee responsibilities.

Sept/1997 – Nov/1997 Enterprise Rent-A-Car

Assistant Rental Manager

- Supervised front counter operations handling customer disputes or complaints.
- Direct supervision of employee's to ensure great customer service and clean cars.
- Motivated and trained employee's to sell optional rental car insurance.
- Maintained and solicited corporate accounts.

Jan/1997 – Sept/1997 Enterprise Rent-A-Car

Manager Trainee

- Performed duties delegated by supervisor including: Selling rental car insurance, limited account marketing, and general customer service.

Enterprise Rent-A-Car Achievements

- Fastest employee to be promoted to Branch Rental Manager with Hawaii Enterprise (11 Months)
- Managed the largest rental fleet within the State of Hawaii.
- Received numerous sales and marketing awards throughout Enterprise career for Rental Fleet Growth and New Corporate Accounts.

Education

1991–1996 California State University at Sacramento
B.A., Economics GPA 3.10

Interests

Spending time with family, Tennis/Pickleball, and Technology.
State of Hawaii Board of Pharmacy – Board member 2023-2027

References

Andrew So MD, Michael Brodsky MD, Philip Suh MD, Alana Isobe PharmD