

IFEBI QUEENETH

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Summary of Qualifications

- 6+ years experience in Public Health and Medical/ Pharmaceutical sales.
- Prolific in communication
- Excellent interpersonal and team leadership skills; collaborate effectively with internal and external stakeholders.
- Proficient in Microsoft office suits; Microsoft Word, Microsoft PowerPoint, and Excel.
- Goal Oriented, Adaptable and Innovative.

Technical Skills

Operating Systems: Windows 11, Mac OS

Applications & Tools: Microsoft Excel, PowerPoint, and MS Word.

Management Fundamentals: Database inputs using excel,

Professional Experience

Ranbaxy Nig. Ltd (A Sun Pharma Company, India)

Feb 2021 – Date

-Medical Sales Representative.

- Scheduling meetings with potential and existing customers, which includes doctors, pharmacists, nurses, and other health care professionals.
- Presenting company products to potential/existing customers and convincing them to make purchases, while delivering drug samples where necessary.
- Identifying customers' needs and recommending company products that best fulfil those needs.
- Meet and exceed monthly, quarterly, and annual sales quotas. Driving incremental revenue through successful sales activities.
- Maintaining solid working relationships with new and existing customers by providing excellent after-sales service.
- Arranging conferences and group events for medical professionals.
- Regularly attending industry events, training, company meetings, briefings, and educational workshops.
- Researching competitors' products, pricing, and market success.
- Promptly submitting purchase orders to the relevant department.
- Preparing sales reports as well as territory analyses and submitting them to management.

- Commercial Sales Representative.

Nov 2019 – Jan 2021.

- Basically selling products to customers after a medical sales representative must have generated prescriptions/demand for our products.
- Communicating with the medical sales representative on products available for sales.
- Ensuring all products are sold in due time.
- Aim to build and expand long-standing customer relationships by consistently delivering best-in-class customer service.
- Ensure monthly sales target are met via driving incremental revenue through successful sales activities, championed by the medical sales representative

HSBC Pharmaceuticals Nig. Ltd.

Oct 2016 – Oct 2019

Medical Instruments Sales Representative.

- Meet and exceed monthly, quarterly, and annual sales quotas. Driving incremental revenue through successful sales activities.
- Develop new and grow existing relationships with clinical staff, nurses, and physicians; leverage customer relationships to increase sales revenue in territory
- Use our established prospect database to develop and maintain an ongoing record of existing and potential customers in the CRM
- Build and expand long-standing customer relationships by consistently delivering best-in-class customer service
- Discuss product fit and communicate the value proposition to meet customers' goals and objectives
- Identify expansion opportunities within an existing portfolio of customers across all markets and products
- Provide effective internal communications across all departments within the organization
- Attend trade shows and conferences in the territory as assigned
- Work with Business Development Specialists to coordinate sales opportunities and relationship development.
- Maintains company standards involving ethical and moral character, and always represents the company with the highest professional standards

EmyV Global Telecommunications Services .

Sep 2016 – Feb 2017

Telecommunication Sales Representative

- Made adverts for products, in order to promote sales
- Ensured all sales transactions are well orderly and prompt.
- Time to time presentation on the merits and Needs for our services, after which customers' needs are assessed and delivered.
- Maintained and enhanced sales with existing customers

Education

- **Madonna University Nigeria.**
Bachelor of Public Health

2012 – 2016

Certifications and Awards

- **Award/CERT For an Outstanding Performance**

2022-2023

Ranbaxy Nig. Ltd (A Sun Pharma Company, India)

- **Award/CERT For an Outstanding Performance**
Ranbaxy Nig. Ltd (A Sun Pharma Company, India)

2020-2021