

# ANITA PHARMACY

Address • City, State Zip

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DATE

Contact Person  
Pharmaceutical Giant Corp  
1234 Medicine Road  
City, ST Zip

RE: <Position Opening>

Dear <Contact Person>,

With a graduate school background in patient care related education, a history of top productivity in sales, a personal background growing up in a medical family, tremendous energy along with strong organizational and communication skills, plus a commitment to ongoing self-education, I can be counted on to maintain outstanding sales in [pharmaceuticals] [medical equipment]. Highlights of my background include:

- **Consistent track record of leading sales performance.** As an insurance sales rep for numerous lines, I have consistently sold 100% of quota to **120% to 150% over quota.**
- **Proven and consistent ability to match customer needs with existing products and services.** My strong interpersonal and consultative selling skills help me quickly gain trust and develop strong customer relationships. I am particularly strong in transitioning prospects with complexities or uncertainties into loyal customers.
- **Lifelong awareness and understanding of medications, physicians and hospitals.** I have worked as an Executive Medical Secretary, a Pediatric Patient Activity Specialist in a hospital setting. On a more personal level, I grew up as the very aware daughter of a highly successful OB/GYN, I'm the sister of a renowned GI/Oncologist, and I've also been married to an MD. I have always been the designated family member to look after the care needs of older members of my immediate and extended family. I have always kept up on treatments and medicines and engaged in numerous discussions of treatment plans with MDs, DOs, cardiologists, surgeons, nurses, physical therapists and numerous specialists. It's natural for me to understand and communicate with doctors on their wavelength, in terms that they will find meaningful.
- **Masters degrees related to patient social welfare and a commitment to ongoing education.** I have a Masters Degree *in* Educational Psychology with a BA in Psychology – plus credits towards a Masters in Social Welfare *and* a Professional Designation in Gerontology. I am by nature a lifelong learner with tremendous interest in care delivery to patients of all ages. It comes naturally to me to keep up on new information regarding treatments, procedures, care facilities and equipment.

I would like to discuss in greater detail the sales productivity and territory building I would contribute at Pharmaceutical Giant Corp. I can be reached at XXX-YYY-ZZZZ or any of the other phone numbers above. Your time and consideration are most appreciated.

Sincerely,

Anita Pharmacy

Encl: Résumé