

# ALEX JASON RODGERS

17 Patterson Street, Apt. 3  
Greensboro, NC 27412

akroddgers@email.com  
(336) 333-3333

---

*Biology major with strong interpersonal and sales skills seeking a position in Pharmaceutical Sales*

---

## SUMMARY OF QUALIFICATIONS

- ◆ Several years of experience interacting with a variety of customers while meeting and exceeding sales goals.
- ◆ Strong knowledge of medical terminology, anatomy and physiology, and pharmaceutical terms.
- ◆ Excellent rapport-building, presentation, and closing skills.
- ◆ Experience prospecting clients via cold calling.
- ◆ Educated in the sciences and adept at learning new processes and information quickly.

## EDUCATION

The University of North Carolina at Greensboro  
*Bachelor of Science*, May 2010

Major: *Biology*  
Minor: *Chemistry*

## SCIENTIFIC EXPERIENCE

LabCorp, Burlington, NC

*Technician*

January 2009–present

- ◆ Perform stability functional testing of raw materials and test kits for HIV, HCV, DNA and Blood screening products.
- ◆ Analyze, maintain, and validate test data using LIMS system.
- ◆ Participate in routine lab maintenance and ISO implementation.
- ◆ Monitor testing reagent status and equivalency using SAP and LIMS.
- ◆ Generate data to support shelf-life extensions.

Moses Cone Hospital, Greensboro, NC

*Laboratory Technician* (internship)

September–December 2008

- ◆ Worked effectively in a high volume laboratory.
- ◆ Tested plasma for HIV antigen, HIV antibody, Hepatitis B, and Hepatitis C.
- ◆ Completed tests within strict time schedules under standard operating procedures.

## SALES EXPERIENCE

Liz Claiborne Shoes, Greensboro, NC

*Sales Associate*

June 2007–December 2008

- ◆ Led sales team with the highest units sold per day; consistently exceeded all sales quotas.
- ◆ Interacted effectively with a wide customer base.
- ◆ Assigned to provide sales assistance to several high profile customers.
- ◆ Maintained excellent record of financial accuracy at day's close.

TGI Friday's, Greensboro, NC

*Server*

June 2006–June 2007

- ◆ Effectively up-sold menu items, resulting in increased sales for establishment.
- ◆ Provided high-level customer service in a fast paced work environment.
- ◆ Resolved problems effectively; handled financial transactions accurately.

Citi Card, McLeansville, NC

*Telemarketer*

February–June 2006

- ◆ Made cold calls and established rapport within a very short period of time to effectively close sales and meet sales goals.