

Jerome K. Rodgers

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

SUMMARY OF QUALIFICATIONS

- Over 3 years experience interacting with a variety of customers while meeting and exceeding sales goals
- In-depth 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 2013

Major: **Biology**
Minor: **Chemistry**

SCIENCE RELATED EXPERIENCE

LabCorp, Burlington, NC

Technician

January 2011–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 2010

- 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 2008–December 2009

- 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 2007–June 2008

- 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 2007

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