



NAME:

Juan

COUNTRY:

Colombia

INTRODUCTION / ABOUT ME:

I am a dedicated sales professional with extensive experience in pharmaceutical sales, account management, and B2B healthcare sales. My expertise lies in building strong client relationships, negotiating contracts, and driving business growth through strategic sales initiatives. I am fluent in both English and Spanish, enhancing my ability to communicate effectively in diverse environments.

WORK EXPERIENCE:

Account Manager - Appointments Today

November 2016 - September 2018

Location: Remote

- Utilized analytical skills to track and report on account performance metrics, providing actionable insights for future growth opportunities.
- Established clear communication channels between clients and internal teams to ensure seamless project execution.
- Cultivated long-term relationships with key stakeholders in assigned accounts, fostering trust and loyalty.

Account Manager - Rocky Mountain Investment Group

November 2018 - February 2021

Location: Working Remotely

- Contributed to team objectives in a fast-paced environment, driving performance and achieving targets.

- Monitored post-sale service and implemented effective problem resolutions to enhance customer satisfaction.
- Trained new employees on customer service protocols and operational procedures, ensuring consistency and quality.

Training Coordinator - Your Home Sold Guaranteed

May 2021 - February 2023

- Evaluated the effectiveness of training initiatives by tracking participant progress and gathering feedback for continuous improvement.
- Streamlined processes for creating, updating, and distributing training materials, resulting in significant time savings.
- Kept abreast of industry trends and advancements, incorporating innovative techniques into existing training programs.

Appointment Setter - Rylem Staffing

February 2023 - June 2025

- Proactively engaged with potential clients through various outreach channels to promote services, resulting in a robust sales pipeline.

Account Manager - ProPharma Distribution

June 2025 - Present

- Manage and grow hospital and ASC accounts nationwide, driving sales and enhancing client satisfaction.
- Sell high-end and hard-to-source medications, providing clients with tailored solutions.
- Develop pricing strategies, backorder solutions, and cost-saving alternatives to meet client needs.
- Build and maintain relationships with pharmacy directors, purchasing managers, and surgeons.
- Negotiate contracts and secure corporate-level accounts, ensuring favorable terms for the company.
- Coordinate nationwide logistics and time-sensitive shipments to ensure timely delivery.

- Utilize CRM systems to manage pipeline and account growth effectively.
- Focus on consultative, relationship-driven sales to foster long-term partnerships.

EDUCATION:

- Bachelor's Degree in International Business Administration, Universidad Escuela Argentina de Negocios, 2005–2009
- Primary School, 1990-1995
- Sinfónica Juvenil de Bogotá, 1998-2004

SKILLS:

- Pharmaceutical Sales
- Account Management
- B2B Healthcare Sales
- International Business Operations
- Import & Export Processes
- Market Analysis
- Business Strategy
- International Trade
- Financial Analysis
- Supply Chain Coordination
- Negotiation & Client Relations
- Cross-Cultural Communication
- Project Management
- Business Development
- Economic & Market Research
- Microsoft Excel & Office Suite
- Team Leadership
- Problem Solving
- Customer Service
- Expert Translation
- Interpretation