

# MICHAEL QUINN

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Account Manager with territory management experience and a background in business development. Self-starter with highly developed negotiation, persuasion, and influence skills. Successful history of achieving sales goals and maintaining territory growth.

## EXPERIENCE

2014 TO PRESENT

### ACCOUNT MANAGER

ROCHESTER DRUG CORPORATION, BRONX/MANHATTAN, NY

- Developed basic business plans and led assigned territory's execution of business results (15-20 million).
- Successfully doubled my territory in volume.
- Finished in the top three salesmen five years in a row.
- Facilitated growth through strategic relationships.

2007 – 2014

### RETAIL SALES MERCHANDISER

ROCHESTER DRUG CORPORATION

- Set up new pharmacies in the tri-state area.
- Established strategic partnerships.
- Created product orders and maintained stock.

2005 – 2007

### ACCOUNT MANAGER

ADVANTAGE SALES AND MANAGER

- Distributed products for Gatorade, Tropicana and Quaker Oats.
- Acquired new shelf space for product displays.
- Expanded business by signing on new clients.

## EDUCATION

JUNE 2004

**ASSOCIATE OF ARTS, HISTORY**, MOUNT SAINT MARY COLLEGE

## **SKILLS**

- Sales
- Leadership
- Organization
- Pharmaceutical Sales
- Merchandising
- Strategic relationships
- Excellent Interpersonal skills
- MS Office (Outlook, Excel, Powerpoint, Word)
- Thrives in a team environment

## **REFERENCES**

- Richie Cullen (Rochester Drug Corporation) – (201) 914-8250
- Ben Locascio (Rochester Drug Corporation) – (973) 965-1032
- Jeff Perchuk (Rochester Drug Corporation) – (201) 527-8912
- Raymond Gallagher (Putnam Valley Parks and Rec) – (845) 656-5296
- Billy Bendetto (Westchester Medical) – (914) 575-9518
- Frank Weller (Verizon) – (646) 842-2485