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SUMMARY

I have covered the entire West Texas area as a pharmaceutical sales professional for over 10 years. In that time I have developed very effective communication skills and am able to manage my time, territory and administrative tasks to drive the business and attain the goals that had been set forth. Regardless of the product I was selling, I adapted the sales model to the product and used the relationships that I have built to be an asset to the customer and my company. I have succeeded in every market in which I have worked and truly love a new challenge. I am driven to succeed.

EXPERIENCE

PFIZER, INC., Midland, TX

2003 – Present

Senior Sales Representative

- ◆ In 2006 launched Chantix, a new drug for smoking cessation to the market reaching #1 in the nation and attaining a 1,635% goal attainment in November 2006. Goal attainment remained over 1000% into 2007 and territory remained #1 in the nation for the first quarter of 2007.
- ◆ Successfully launched 2 new indications for existing products which required extensive re-education of the products to the providers and hospitals to gain acceptance of the drug as well as the new indications.
- ◆ Consistently maintained a market share above the national average on all products which is attributed to my consistency, frequency and dedication in making the calls to my targeted providers.
- ◆ Regional Performance Fund recipient in 2004, 2006 & 2007. This is an award that is given to an individual who has demonstrated performance and activity that goes above and beyond the expected job duties to be successful.
- ◆ Utilized as a trainer and mentor for new employees that required additional responsibilities of working with employees assisting in their development as sales professionals as well as verifying their product knowledge. Was sent to headquarter offices on multiple occasions to assist with entire training classes.

PHARMACIA, Midland, TX

2000 – 2003

Senior Sales Representative

- ◆ In 2003 launched Bextra, a new anti-inflammatory drug used for pain and arthritis. The Midland territory reached #1 in the nation for market share in the drug class.
- ◆ The combined Celebrex and Bextra market share (73.93%) in the territory remained among the highest in the nation until Bextra was removed from the market.
- ◆ Maintained domination with Detrol LA over the competition by consistently and frequently providing the benefits of the product and asking for the business.
- ◆ Achieved and maintained the highest daily call average in the district with an average of 11.44%. That frequency and consistency was responsible for the success of the territory.

ORGANON, INC., Midland, TX

1996 – 2000

Sales Representative

- ◆ Launched Raplon, a new surgical muscle relaxant to the market by utilizing the relationships I had developed in the hospitals. Worked closely with anesthesia providers to demonstrate the benefits of the drug and the effectiveness of the mechanism of action. Gained by-in with several hospitals which led to quota attainment for the new drug and required consistent and effective education and persuasion.

ORGANON, INC. (continued)

- ◆ Called on hospitals as well as physician offices which provided diversity in my efforts since a different approach was needed for each setting. It also allowed for relationships to be built in the hospitals that would carry over into office interactions.
- ◆ Served as a trainer and mentor for new hires which required additional responsibilities of working with the employees, developing their selling skills and assessing their product knowledge.

EDUCATION

BBA, minor Marketing, GPA 3.0, Texas Christian University, 1985

LEADERSHIP

- ◆ Chosen as a Guest Trainer in our home office for incoming representatives, 2006 – 2007
- ◆ Serve in a leadership capacity in organizing the Midland cluster
- ◆ Named to the Rocky Mountain Advisory Council, 2003
- ◆ Co-chairman for Smoke-Free Midland campaign, 2005
- ◆ Chosen to participate in Leadership Texas Power Pipeline, 1996

AWARDS / AFFILIATIONS

- ◆ Won the top tier award for the Final Strike contest on the Chantix launch, 2007
- ◆ Won the Zyrtec Challenge contest, 2007
- ◆ Won the First in Class sales contest, 2006
- ◆ Completed CMR Certification, 2006
- ◆ District of the Year, 2005
- ◆ Selected to Outstanding Young Professional Women of the Permian Basin, 1992
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- ◆ Selected to Who's Who of American Women, 2002

SKILLS

- ◆ Excellent ability to communicate both verbally and in writing
- ◆ Computer proficiency in many applications including PowerPoint
- ◆ Ability to work well with all people in either a leadership capacity or as a team member
- ◆ Exceptional administrative skills