

# **Terry A. McDuffy**

## **Current Address:**

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## **Or Leave Message:**

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## **Pharmaceutical Sales**

### **Sales • Sales Management • Sales Training**

Profit-driven sales professional with over 18 years of experience marketing products for the third largest pharmaceutical manufacturer in the nation.

Seasoned veteran of pharmaceutical sales,  
with a wealth of knowledge of the industry and the competition.

Articulate communicator with well-refined presentation, delivery, and interpersonal skills.  
Able to quickly establish rapport with physicians, pharmacists, and hospitals.

**Top producer both in new growth and in market share.**

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## **Professional Experience**

PARKE DAVIS • ANN ARBOR, MICHIGAN • 1980-PRESENT

### **Held various sales positions:**

District Sales Manager, Territory Sales Manager, Hospital Sales Representative

### **Recent Sales Achievements:**

- Generate over \$2.5M in annual sales of women's health care products. Territory = Downriver and Monroe County, Michigan.
- Consistently place in Top 10% of 2,500 representatives selling organization's major products.
- Led nation in highest market share for estrogen replacement sales in 1997-1998.
- Ranked #1 in sales of women's health care products, 1996-1998.
- Led the area and zone in market shares for oral contraceptives, 1997-1998.
- District Sales Representative of the Year, 1996.

### **Sales Management:**

- Ten years of experience as District Sales Manager. Sharply refined management style focused on motivational techniques and individual talents.
- Significantly reduced turnover through effective sales recruiting and through training of Sales Representatives. Trained over 20 Sales Representatives to become top producers. Many of these Reps are still with the company, serving as Territory Managers, District Managers, and Sales Managers.

## **Education**

**Bachelor of Arts in Marketing**  
Minor in Biology  
WAYNE STATE UNIVERSITY • DETROIT, MICHIGAN

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## **Professional Development**

### **Employer Sponsored Training:**

Achieved Level Two Training  
(Advanced sales and interpersonal skills development training.)

Pharmacy Manufacturer's Association  
Selected by employer for PMA Speaker's Training

### **Computer Proficiency:**

Windows XP, MS-Office 2000, MS-Excel, MS-Word, Internet Navigation.  
Attend Monroe County Community College regularly to update computer skills.

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## **Professional Activities**

### **Public Speaking:**

Experienced public speaker, addressing groups of all sizes.  
Keynote speaker at Pharmacy Manufacturer's Association Conventions.  
Five-year member of the International Toastmaster's Club.

### **Memberships:**

Pharmacy Manufacturer's Association  
American Society of Sales Professionals  
Michigan Hospital Association  
Southeast Michigan Chamber of Commerce

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## **Military Background**

United States Army – Stationed in Berlin, Germany  
Honorable Discharge – Rank: SP 4