Riley Lopez

Pharmaceutical Sales Representative

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SUMMARY

Pharmaceutical sales representative with 4 years in cardiology and primary care, carrying a territory worth up to $4.2M and closing last fiscal year at 118% of quota. Won formulary access at 6 hospital systems and converted 40 physicians from a competing anticoagulant. Known for clean compliance records and strong relationships with high-volume prescribers.

EXPERIENCE

Pharmaceutical Sales Representative — Meridian Biopharma

Charlotte, NC · Feb 2023 – Present

- Carried a $4.2M cardiology territory across 85 physician accounts, closing fiscal year at 118% of quota.
- Secured formulary access at 6 hospital systems through P&T committee presentations, adding 1,200 eligible patients.
- Converted 40 new prescribers from a competing anticoagulant by running lunch-and-learns, lifting territory volume by 22%.
- Logged calls and samples in Veeva CRM for 300 physician contacts, keeping compliance documentation audit-ready across 2 state board reviews.

Associate Pharmaceutical Sales Representative — Hollins Pharmaceutical

Charlotte, NC · Jun 2021 – Jan 2023

- Built a panel of 60 primary care physicians from a cold territory, reaching 95% of quota in the first full year.
- Partnered with 2 medical science liaisons to place 15 physicians into a diabetes drug's clinical experience program.
- Ran 25 lunch-and-learns and 4 regional speaker programs a year, each tracked against prescription lift in the following quarter.

SKILLS

Sales: Territory planning, quota attainment, call planning, Veeva CRM, Salesforce

Clinical: Disease state knowledge (cardiology, diabetes), product positioning, formulary and P&T process

Relationship: Physician and specialist detailing, KOL development, hospital and health system access

Compliance: PDMA, OIG guidelines, sample accountability, state board reporting

CERTIFICATIONS

Certified National Pharmaceutical Representative (CNPR), 2021

EDUCATION

B.S. Biology, University of North Carolina at Charlotte, 2021

Fictional example by FindAJobAI: the person, employers and numbers are invented.