



Career Portfolio provided by Beyond.com

KEITH HARE

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Portfolio: <http://www.beyond.com/5F2B1E53-0E4A-4C42-8D7A-3F971252600C>

Professional Information

Job Title: Vp Of Sales Director Of Sales

Job Function: Healthcare & Medical

Education: 4-Year College Degree

Experience: 21+ Years

Employment: Full-Time

Salary: \$120-175k

Security Clearance: None

Citizenship: U.S. Citizen

Resume

KEITH HARE

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246 Frazier Way, Scott Depot, WV 25560

PROVEN MANAGEMENT AND SALES EXPERTISE

Years of successful individual and management experience in government, business, and medical environments

Exceptional and proven leadership and team building skills at all levels

Extensive successful experience in managing remote employees in large geographies

Significant training experience including product launches and expansions

Strong involvement in the medical and business communities

Proven record in product and business development, growth strategies, turnarounds and market share expansion

Successful ability to bring over the top value to my products and services and set apart from the competition

SOLID SKILL SETS

*Leadership * Practice Management * Management * Sales * Sales Management * Pharmaceutical Sales * Branch Management * Recruiting * Hiring * Interviewing * Training * Personnel Development * Negotiations * Business Development * Goal Setting * Resource Utilization/Development * Networking * Relationship Building * Team Building * Product Launch * Growth Strategies * Performance Turn-around * Market Share Expansion * Performance Management * B2B * Ownership * Responsibility * Drive * Possibility Thinking * Co-promotion * Morale Building * Flexibility * Administration * Public and Media Relations * Account Management * Mentoring * Coaching * Contracting * Brainstorming * Motivation * Medical Knowledge * Team Player * Adapts * Rapid Learner * CSO * Collaboration * Cooperation * Segmentation * Professionalism * Knowledgeable * Dedicated*

SIGNIFICANT HEALTHCARE/MANAGEMENT EXPERIENCE

INVENTIV HEALTH-District Sales Manager (Boehringer Ingelheim and Sanofi-Aventis) 2.5 years

Recruited to lead an expansion district where performance and morale was less than exemplary and managed to turn the district around from 56th (last in the nation) to 1st in the region and 4th in the nation in nine (9) months.

Responsible for developing and training a team of 10-13 who were regionally and nationally ranked

Experienced in curbside or remote coaching.

Developed district initiatives to bring desired results such as Brown Bag, Super-targeting, Individual Customer Strategies, Budget Maximization (snack), etc.

Successful performance improvement coaching with multiple reps

Developed and established district logo and vision that led to significant morale improvement.

Managed 2 districts during transition from BI to Sanofi over a 4 month period.

Selected to mentor several managers in areas of leadership, skill enhancement, coaching, hiring, performance management, etc.

Worked vacant territories as needed to protect business franchise

Recognized sales performance and strong annual appraisals

Focus areas: cardiovascular, urology, allergy, sales, management, performance,

ASTRAZENECA PHARMACEUTICALS-District Sales Manager 3.5 years

Only new manager recruited from outside AZ to lead and manage an expansion district

Responsible for the growth strategies and market share capture for several mega brands like Nexium, Toprol XL, and Seroquel.

Instilled business ownership into the sales and management team with significant buy-in.

Coached a team of 8 direct and 24 indirect reports to business ownership principles, understanding, and possibilities thinking.

Developed and established district logo and vision that led to significant morale improvement

Selected to mentor new managers and served on several regional and national focus groups.

Instrumental in developing GUT educational clubs that were adopted nationally.

Focus areas: Cardiovascular, neurology, gastroenterology, sales, management, performance, coaching

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NATIONAL HEALING CORP.-Program Director at Monongalia General Hospital 1 year

Recruited to start up and manage the operations of the Wound Healing program for Mon General which included recruiting and hiring competent staff in several disciplines.

Opened the center on time and within 3 weeks

Responsible for the personnel management of 7 physicians/surgeons, a clinical manager, staff RNs, and an office manager (11-12 reports) once we were operational.

Managed quality, financial reimbursement, budgeting for the department, served as liaison between Mon General and National Healing, served as a member of the hospital management team, managed P&L, directed marketing activities, compliance, recruiting and hiring, communications, etc.

Achieved patient visit goals in the second month of operation.

Performed in the black financially by the 6 month of operation and only one of the few departments who were profitable.

Focus area: wound healing, marketing, management, financial performance

ROCHE LABORATORIES INC-District Sales Manager, District Manager Intern, Cardiovascular Specialist, Medical Representative 4.5 years

Recruited and launched Posicor, Coreg, Tamiflu, and Xenical.

Picked up additional responsibilities for co promotion of Coreg and was promoted to CV specialist which led to geographic relocation.

Promoted to DSM after successfully completing my DSM Internship.

Very successful as a rep, specialist, and manager in my tenure with Roche.

Responsible for management of primary care representatives, cardiovascular specialists, medical center specialists, and acute care specialists (10 direct reports).

Major accomplishments were to increased sales to 115% of goal for first trimester and achieved #1 Rocephin market share ranking, served as Xenical National Product Advisor on the Xenical Marketing Team for Business Unit, awarded the Special Achievement Award, orchestrated first mini consultant meeting on Heart failure, instituted roundtable programs adopted nationally, drove sales over 100% consistently.

Focus areas: Cardiovascular, infectious disease, nutritional, gastroenterology, pain, weight loss, neurology, anti-infective, and anti-viral, sales, management, performance

MEAD JOHNSON NUTRITIONALS-District Sales Manager designate, District Trainer, Territory Manager, and Pharmaceutical Sales Representative 10.5 years

Was promoted to senior rep, territory manager, district trainer, and finally district manager.

Successes include being a three (3) time Accent On Excellence winner, was ranked as the #1 rep in the #1 district in the #1 region in the country,

Relocated to gain additional territorial and specialty experience in preparation for promotions,

Was successful in 2 different geographies,

Responsible for driving sales at the largest medical center in WV from less than 5% market share to over 95% market share in less than one (1) year.

Established the WV Perinatal Education Network

Launched Lactofree, Boost, Ricelyte, Cefzil, Vagistat-1, improved formulation Enfamil and Nutramigen

Focus areas: adult and infant nutrition, infectious disease, womens health, sales, management, performance

Focus area: Local government, investing, public relations, liaison, sales, customer service

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BLUEFIELD STATE COLLEGE- Bachelors of Science (Aug 77-Dec 80)

Business Administration (Management/Computer Science)

Activities/Associations include SGA (VP and Senator), Student Activities Association, WV Board Of Regents, Phi Beta Lambda Honor Society, Presidential Search Committee

CONTINUING EDUCATION - extensive and continuous additional training in leadership, corporate management, coaching, HR, personality, training, sales techniques, negotiation, account management, talent selection, performance management, time management, real estate, etc.