

Kevin Amico

515 South Garden Street, Houston, TX 77004
713-974-9051 • kevinamico@hotmail.com

Senior Pharmaceutical Sales Representative

Selected Achievements

- Circle of Excellence Sales Award, 2001
- Captain's Table, Sales Award Pfizer Labs, 2001
- Naval Air Station formulary success
- Awarded Specialty Performance Fund 2002
- Get After It Sales Leadership Award 2005
- Retention Bonus Sales Award 2006
- Selected for Viagra Advisory Board 2004
- Regional Performance Fund Sales Award 2007
- Vice President's Circle Sales Award 2007
- District Representative of the Year, 2001
- District Representative of the Quarter, 2001
- Promoted to Endocrinology/Urology division, 2001
- Selected for Cardiologist's Team China Trip 2001
- Awarded Specialty Performance Fund 2002
- Selected Guest Trainer by RM for Arrowwood 2004
- Selected Guest Trainer by RM for Regional Office
- Awarded: Chart Your Course Sales Award 2007
- Lifespan Formulary Success, 11/2008

Major Accounts

- Department of Defense
- LTC Pharmacies
- Veteran's Administration Hospitals
- Multiple Teaching Institutions
- Lifespan Hospitals System
- Residency/fellowship programs

Major Skills

- Physician partnering
- Sales leadership
- Trusted relationship builder
- Strong closer
- Sales leader
- Key influencer
- Identify targets
- Focused on improvements
- Maintain high visibility
- Always exceeded quotas

Pharmaceutical Sales Experience

Senior Pharmaceutical Sales Representative, Urology & Cardiology, Pfizer, Inc.
Houston, Texas 2005 — 2/2009

Specialty Healthcare Sales Representative, Urology/Gynecology Division, Pfizer, Inc.
Providence, Rhode Island 11/2003 – 2005

Specialty Healthcare Sales Representative, Endocrinology/Urology Division, Pfizer, Inc.
Providence, Rhode Island 1/2002 – 11/2003

Healthcare Sales Representative II, Pfizer, Inc., Pfizer Labs, Cardio Vascular Disease
Corpus Christi, Texas 5/1999 – 1/2002

Education

Bachelor's degree, Management, University of Texas, 1997 • *Fluent in Spanish and Chinese* • Certified Medical Representative 2007 • Numerous Sales & Professional Advancement Courses • Microsoft Office Certified 2004

Kevin Amico

515 South Garden Street, Houston, TX 77004
713-974-9051 • kevinamico@hotmail.com

3 February 2007

ABC Pharmaceutical Corp,
100 Park Ave
Cranston, RI 02910

To Whom It May Concern:

As a Senior Pharmaceutical Sales Representative I was delighted to hear of your recent need for someone with my skills. As you can tell by my resume I have been a sales leader at Pfizer for the last ten years. *But what makes me unique and valuable is my existing high quality relationships with your target market.* I also have the networking and servicing skills to keep the accounts we gain happy and loyal. As you know Physicians can be a very finicky lot. I am a firm believer in relationship building and service to earn their trust the old fashioned way.

Throughout my time at Pfizer I have been a service provider by partnering with my clients as an educator. I became their trusted authority in Urology and Respiratory medicines. Some examples of my successful sales and partnership ability would include: The Lifespan Hospital System, Department of Defense Accounts, Veteran's Administration Hospitals, multiple teaching institutions and residency programs.

I continued to develop my relationships with the Administrative staff and Physicians using my success with Lifespan as a model. The only missing ingredient in my formula for success now is you my new employer.

Please call me anytime for an immediate interview.

Sincerely,

Kevin Amico

Kevin Amico

KA
enclosure

