

DELVIN JACKSON

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Professional Profile: Medical professional with extensive launch experience with specialty pharmaceuticals, drug delivery systems, diagnostics, and medical capital equipment in acute, critical care, and academic hospitals. Documented success with health systems, IDN's, and alternative care channels involving contracts, care pathway development and economic impact models. Performance resulting in President's Club awards, multiple regional and national rankings, and significant revenue growth.

Covis Pharmaceuticals

Hematology-Oncology, Specialty Representative

2019-Present

Responsible for IV iron therapy, new account development, hospital-IDN performance outcomes, patient access channels, and product market share growth. A clinical liaison for hematology-oncology providers, health system pharmacy directors, and case managers.

Career Highlights

- President's Club, North Central Region, 2021 (ranked 1st/48 national representatives)
- Ranked 3rd/48 for Feraheme turnover accounts
- Ranked 9th/48 for Feraheme market share growth, 2019
- Exceeded 100% Feraheme quarterly quota attainment 2019, 2020, 2021
- North Central Region, Marketing Liaison, 2019, 2020

Melinta Therapeutics

Key Account Manager, Hospital Sales

2014-2019

Delivered anti-infective solutions to targeted hospital departments, specialty physicians, surgical centers, infusion clinics, and specialty pharmacies. Executed a complex sales cycle to achieve formulary approvals, increased product utilization, market expansion and rare disease adoption from specialty physicians, case managers, hospital administrators, and material management.

Career Highlights

- IV-oral antibiotic formulary wins, care order set adoption, and economic impact model development
- Management of buy-bill accounts involving general/vascular surgeons, infectious disease, internal medicine, and wound care specialty providers
- GPO/IDN contract negotiations, provider owned infusion center contracting, key account development
- Vabomere, Orbactiv, Baxdela, and Minocin IV reformulation specialty anti-infective launches.
- Ranked 4th in the nation for quota attainment, 2nd quarter 2017
- Golden Circle Award, 2nd & 3rd quarter 2017
- Orbactiv—2nd in the nation for market share and dollar volume growth, 2nd quarter 2018
- Melinta Therapeutics, Sales Analytics Liaison Development Program, 2019

Qiagen

Market Access Manager

2012-2014

Increased market share and revenue growth from clinical diagnostics and devices to assess the risk of cervical cancer, tuberculosis, and ruptured fetal membrane. A marketing liaison and key account manager into the rheumatology, gastroenterology, dermatology, and OB/GYN markets for national and regional laboratories.

Career Highlights

- Responsible for the Central Plains key account adoption of Hybrid Capture 2HVP and QuantiFERON-TB Gold testing equipment and software
- 122% monthly volume growth for HPV testing 2012
- Ranked 4th/100 in the nation for HPV test volume growth 2012
- Launched QuantiFERON-TB Gold into infectious disease, gastroenterology, dermatology, and rheumatology providers in the Missouri, Kansas, Iowa, and Minnesota markets
- Sales training, account development, and revenue modeling for Quest Diagnostics, Lab Corporation, and regional laboratories

Hill-Rom

2010-2012

Institutional Key Account Manager

Responsible for executing a complex selling cycle to attain a \$3.9 million revenue goal through the acquisition of capital equipment and health care IT solutions by acute and post-acute hospitals. Responsible for an increase in revenue and market share from product solutions into critical care directors, hospital administrators, nurse educators, and materials management personnel.

Career Highlights

- Responsible for a \$1.5 million revenue growth during 2010-2011
- Ranked 2nd in a 4-state district for total dollars sold for medical architectural products (159% attainment), 2012
- \$1.2 million (130% attainment) for medical-surgical segment—Versacare Beds, 2012
- 133% attainment for bariatric products sold, 2012
- 100% attainment for ambulatory products sold, February 2012

Quest Diagnostics

2009-2010

Account Manager

Responsible for the promotional efforts relating to conventional and esoteric laboratory clinical testing targeted for general medical conditions. Also responsible for the marketing efforts for electronic medical records and E-prescribing solutions to qualified medical provider accounts.

Career Highlights

- Ranked 2nd in the nation for new sales growth (YTD performance of 234%) 2010
- Ranked 4th in the Kansas Business Unit for total dollar attainment (YTD performance 102%) 2010
- Ranked 1st in the Kansas Business Unit for new electronic prescribing accounts sold, 2010
- Launched pain management testing into select primary care and pain management specialists

Astellas Pharma

Medical Sales Representative

2008-2009

Responsible for the promotion of Vesicare, Flomax, and Valtrex in the urology and primary care market. Responsible for coordinating field based co-promotional activities between Glaxo SmithKline and Boehringer-Ingelheim representatives

Career Highlights

- Attained a 40% growth in both product volume and market share for targeted Blue Cross Blue Shield Vesicare providers
- Achieved an overall 75% market volume growth for Vesicare
- Achieved an overall 2% growth in total market share for Vesicare

Glaxo SmithKline**1990-2008****Neuro Clinical Specialist Representative****Primary Care Representative**

Provided sales leadership required for the successful launch of 20 therapeutic molecules and various drug delivery systems into the respiratory, central nervous system, gastrointestinal, anti-infective, anti-viral, oncology, and osteoporosis markets. Appointed by Regional Directors to national and regional advisory boards, responsible for national, regional, and local sales training, regional managed care liaison, and a member of Glaxo SmithKline's Emerging Leaders Development Program.

Career Highlights

- Therapeutic drug launches:
Respiratory—Advair, Ventolin, Serevent, Flonase
Anti-Infectives—Fortaz IV, Zinacef IV, Ceptaz IV, Ceftin, Ceftin Suspension, Raxar
Gastrointestinal—Zantac effer dose, Zantac Granules, Lotronex, Tritac
Oncology—Zofran, Zofran IV
Osteoporosis—Boniva, Boniva IV
Central Nervous System—Lamictal, Requip, Zyban, Immitrex, Immitrex injection, Immitrex nasal spray, Wellbutrin XL
Anti-Viral—Valtrex
- National-Regional Sales Trainer, 1993-2008
- Emerging Management Leadership (Management Trainee) 2008-2009
- Ranked 17th/115 for regional Requip market share growth, 2008
- Ranked 1st/115 for regional Requip dollar volume growth at 259% (nation 186%), 2008
- Top regional Wellbutrin quota attainment 129%, 2007
- Ranked 1st in Kansas City/St.Louis District for Lotronex market share (148%), 1997
- President's Club, Glaxo Wellcome, Gateway Region, 1997, 1993 (Top 2 regional representatives)
- Northwest Sales Representative Excellence Award, Kansas City District, Glaxo Pharmaceuticals, 1992, 1993, 1994, 1997
- Sale Representative of the Quarter, 1997, 1993
- National IV Antibiotic Conversion Award, 1993
- Ranked 1st in Kansas City/St. Louis District for Zyban market share growth, 1997
- Ranked 3rd/115 for Raxar quota attainment, 1997
- Ranked 1st in Kansas City/St. Louis District for Raxar dollar volume growth, 1997

Roerig-Pfizer Pharmaceuticals**1988-1990****Medical Sales Representative**

Successfully implemented the marketing strategies to support and grow the IV/IM antibiotic and oral diabetes therapies. Responsible for hospital in-services and patient awareness campaigns for Infectious Disease, Diabetes Nurse Educators, and Endocrinologists. Administered Pfizer rebating programs for hospital CFO's and Directors of Pharmacy.

Career Highlights

- Kansas City District, top dollar volume increase, 1989
- Ranked 6th/120 for Midwest Region dollar volume growth, Cefobid, 1990

Organizations

- City of Cameron Planning and Zoning Commission, Commissioner, 2008-Present
- Cameron Regional Medical Center Board of Directors, Vice President, 2018-Present
- Cameron Regional Y.M.C.A, Board of Directors, 2008-Present

Education

B.S. Business Administration, Graceland University, Lamoni, IA
Scholarship Athlete—Basketball, Graceland University, Lamoni, IA