

Holly L. Nicarry

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PROFESSIONAL SUMMARY:

Specialty Medical Sales Representative in oncology sales with a track record of consistently exceeding sales goals, while building trusting client relationships.

SKILLS:

- ❖ Strategic Selling
- ❖ Account Management
- ❖ Negotiation skills
- ❖ Salesforce.com – CRM
- ❖ Cold-calling – both outside and inside sales
- ❖ Product launch experience – oncology & surgical
- ❖ Building client relationships
- ❖ Microsoft Office & Zoom virtual meeting proficient

PROFESSIONAL EXPERIENCE:

Invitae – Central Pennsylvania & Maryland

Regional Manager, Oncology & Women's Health Diagnostics, December 2018 to Present

Responsibilities: Established, managed & grew oncology, breast surgery, maternal fetal medicine & OBGYN accounts - biotech oncology sales / oncology diagnostic in oncology & various specialty groups health diagnostic testing, along with selling multiple enterprise solution / artificial intelligence technology platforms.

Achievements:

- Reached 118% of my Q4 2021 company sales goal. – Top performer of team for 2021
- Reached 108% of my Q3 2021 company sales goal.
- Reached 123% of my Q2 2021 company sales goal.
- Reached 129% of my Q1 2021 company sales goal.
- Reached 213% of my Q4 2020 company sales goal. – Top performer of team for 2020
- Reached 197% of my Q3 2020 company sales goal.
- Reached 162% of my Q2 2020 quarterly company sales goal.
- Reached 206% of my Q1 2020 quarterly company sales goal.
- Promoted to regional manager from Inside Sales in November 2019.
- Achieved 100%+ of company goals in Q1, Q2, Q3 and Q4 of 2019.
- Trained and mentored new regional managers.

Amber Pharmacy - Central Pennsylvania, Maryland & Northern Virginia

Account Executive, Oncology, April 2016 to August 2018

Responsibilities: Developed and managed oncology accounts in specialty pharmacy services.

Achievements:

- Top Sales Representative in the company (out of 30 sales reps) in 2017 and 2018.
- Grew and expanded a multi-disease territory, accepted promotion into Oncology-specific territory.
- Exceeded Q1 2017 goals - achieved over 75% of previous territory volume.
- Q2 2017 – Increased sales by 22% from previous quarter.
- Trained and mentored new account executives.

Fauquier Health – Northern Virginia

Physician Relations Manager, Oncology & Surgical Services, May 2014 to April 2016

Responsibilities: Established, grew and managed physician referrals and relationships in health system service lines (oncology, orthopedic surgery, radiology/imaging, etc.)

Achievements:

- Exceeded 2015 annual sales goal, well over 100%+ to goal in 5 out of 6 service line goals.
- On track in 2016 to surpass my sales quota for the year.

Zimmer Biomet, Inc. - Central Pennsylvania

Territory Manager, March 2011 to May 2014

Responsibilities: Developed and managed oral surgery accounts, sold surgical systems, dental implants, full line of regenerative biologics within the surgical setting.

Achievements:

- President's Club Award in 2013 - Exceeded 130% of my annual territory sales quota set by the company.
- Exceeded Q2 2012 sales goal, 110% to sales quota.
- Exceeded Q3 & Q4 2012 regenerative biologics sales quota.

- Converted 25% of competitive customers back to Zimmer within 1st year.
- Received monetary raise in Q3 of 2012 for exemplary achievements.
- Grew and expanded a \$1.25 million territory.

RS Medical- West Virginia/ Northern Virginia & South Central Pennsylvania

Account Manager, March 2008 to March 2011

Responsibilities: Established, grew and managed specialty physician accounts selling pain management and orthopedic medical devices while working directly with patients in the physician clinics.

Achievements:

- Produced revenue in excess of \$300K in a new territory within 1st year.
- Increased sales by 65% from Q1 to Q2, 2009.
- Tripled sales in territory within 4 months of newly acquired PA territory, 2010.
- Exceeded territory sales quota 7 out of 7 months in territory.
- Achieved 233% of my territory sales quota in 2010. Highest quota EVER achieved.

Air Products Healthcare- Harrisburg, Pa.

Account Executive, Feb. 2007 to March 2008

Responsibilities: Established and managed specialty physician and hospital accounts, sold respiratory medical devices, pharmaceuticals and DME.

Wide Open Imaging- Chambersburg, Pa.

Sales/Marketing Representative, Oct. 2005 to Feb. 2007

Responsibilities: Re-established, grew and managed specialty physician referrals for radiology/medical diagnostic imaging services.

Achievements:

- Ranked in the top 5% of the company for sales achievements within the first 4 months.

American Jail Association- Hagerstown, Md.

Assistant Director of Sales and Marketing, Dec. 2002 to Oct. 2005

Responsibilities: Established and managed specialty business accounts, sold tradeshow exhibit booth space for annual conference and print advertisement space for various publications.

Achievements:

- Led sales for the department each and every month for the entire organization.

EDUCATION:

Master of Science: Communications, 2006

Shippensburg University of Pennsylvania – Shippensburg, PA - 3.95 GPA

Bachelor of Science: Business Marketing, 2001

Shippensburg University of Pennsylvania – Shippensburg, PA - 3.26 GPA