

# Jacob J. Daubert

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## Sales Account Manager

**Seasoned Sales Account Manager with over 15 years of expertise in strategic positions while collaborating with a wide variety of industries.**

Motivational and organized leader who has the proven ability to engage, manage, and motivate colleagues effectively. Adept at managing complex sales-cycles and devising crucial decisions that influence stakeholders. Recognized for consistently achieving top-tier performance while generating revenues and profits. Well-versed in cultivating key relationships through exemplary communication with all levels of professionals from diverse backgrounds.

### Areas of Expertise

- Sales Management
- Acquisitions & Mergers
- Cross-Functional Leadership
- GPO & Contract Sales
- Key Account Management
- Sales Growth
- Proactive Negotiations
- Effective Communication
- New Business Development
- Electronic Medical Records
- Process Improvements
- Client Relations

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### Accomplishments

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- Amplified sales from \$8M to \$10M, managing accounts for Lehigh, Guthrie, and Geisinger. Promoted to manage Philadelphia and Delaware markets, covering prestigious health systems such as CHOP, Christiana, UPenn, and Nemours, growing business from \$20M to \$25M in one year.
- Achieved numerous sales awards including the Top Sales Award by boosting New Jersey territories from \$2.6M to \$5.1M.
- Transitioned to a leadership position in Lehigh territory worth \$4.9M in 2009 and bolstered territory growth to \$11M.

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### Career Experience

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Sanofi Pasteur – Philadelphia, PA & Wilmington, DE

**October 2004 – Present**

**Key Account Manager** (January 2019 – Present)

Expertly manage significant accounts for St. Luke's, Geisinger, LVHN, and Guthrie. Collaborate with multiple professionals and thought leaders throughout various organizations. Contribute to the competitive conversion on mainline portfolio to Sanofi Pasteur. Instruct account management teams in Salesforce database. Formulate solid professional relationships at an executive level within the LVHN system.

- **Children's Hospital of Philadelphia (CHOP):** Renew yearly influenza contracts worth \$2M. Collaborate with senior-level contract managers and ambulatory site VPs to renew contracts and

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promote other vaccines in the company portfolio. Engage in thorough clinical discussions regarding operational workflow, immunology, and infectious disease solutions.

- **Nemours:** Monitor the acute and non-acute integration of the Nemours Healthcare System in Delaware. Secure a three-year contract for a mainline vaccine portfolio of \$600K in flu business and \$1.2M in mainline business. Formulate innovative solutions for acute employee health influenza vaccine initiatives.
- **UPenn:** Partner with senior leadership in UPenn to implement newly acquired acute and non-acute sites to standardize vaccine contract platforms. Cooperate with numerous specialty departments to identify the clinical benefits of specific portfolio products to increase partnerships across the Penn health system with \$1.5M in mainline and \$3M in flu business.
- **Christiana:** Cooperate with the pharmacy department at the C-suite level for contract management and vaccine procurement. Contribute to high-level clinical discussions with senior-level diseases specialists and primary care physicians to boost Sanofi Pasteur brand performance. Monitor a centralized pharmacy-driven customer through a direct and indirect supply chain method. Christiana completes \$1.1M in flu and \$900K in mainline business.
- **Beebe:** Amplify immunization rates among community members by 25% over the previous year by aiding staff in alternative vaccine solutions. Collaborate with inpatient pharmacy services to secure mainline vaccine contracts, and full Sanofi preferred flu vaccine agreements. Beebe does \$730K in flu and \$200K in mainline business.
- **Bayhealth:** Facilitate a new flu vaccine agreement and renewal while navigating the acute and non-acute dynamic of the Bayhealth system which does \$230K in flu business.
- **National Health Systems:** Cooperate exclusively with Prospect Medical Holdings to manage all sites. Partner with internal national accounts to expedite Trinity corporate direction and pull through at regional levels with all Mercy acute and non-acute sites. Communicate with C-suite pharmacy members to generate Sanofi differentiated flu vaccines at a premium price.
- **VFC Program:** Delaware, Pennsylvania, and Philadelphia State Awardee. Aid in allocating funding for new vaccine products through the state VFC program. Contribute to vaccine advocacy initiatives, including language.

#### **Executive Vaccine Specialist** (June 2016 – March 2020)

#### **Senior Vaccine Specialist** (June 2010 – May 2016)

#### **Vaccine Specialist** (October 2004 – May 2010)

Expertly managed significant accounts for St. Luke's, Geisinger, LVHN, and Guthrie. Aided managers in interviewing and recruiting new candidates while supporting C-suite level internal colleagues with special projects. Regulated New Jersey and Pennsylvania territories prior to earning a promotion to Account Manager. Draw on independent physician offices and health system offices to pull through vaccine portfolio and flu vaccine products.

- Earned a promotion to Executive Vaccine Specialist, a title only offered to the top 1% of sales achievers in 2016.

- Qualified for professional status as a Vaccine Specialist in 2006 by showcasing territory growth and positive team collaboration.
- Recognized with the Top 1% Sales Award in 2008 and the Best in Sales Division Award in 2008, 2009, 2013, 2014, and 2019.
- Achieved the Top 5 Executive Vaccine Specialist Award in 2018 and 2019.

Additional Experience:

**Biological Product Associate**, Aventis Pasteur, Swiftwater, PA

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## Education

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**Master of Business Administration; Specialization in Marketing and Healthcare Management**

Moravian College

*Project experience with Centers for Medicare and Medicaid Services and Managed Care Organizations.*

**Bachelor of Science in Biology; Minor in Speech Communication**

Pennsylvania State University

Technical Proficiencies:

Salesforce/Veeva/Vaxforce, SCAN, SAP, TARGET, BPA Focus, BPS Focus, Microstrategies, Tableau  
Word, Excel, PowerPoint, Microsoft Project, Microsoft Access, and Internet Explorer  
Lotus, Turbo Pascal, Netscape, Netscape Composer, and LIMS

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## Awards & Distinctions

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Top 5 Executive Vaccine Specialist Award, 2018 & 2019  
Best in Sales Division Award, 2008, 2009, 2013, 2014, & 2019  
Peak of Excellence Award, 2002, 2008, 2013, & 2018  
Top 1% Sales Award, 2008  
American Academy of Pediatrics Award, 2003  
Star of Biological Sales and Resources Award, 2003