

# Michael J. Jones

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## **MJJ Biopharm Consulting Group – Bedford, MA**

**2021 – Current**

### ***Principal***

- Provide consulting services to the pharmaceutical industry in the areas of salesforce optimization, consultative sales training, marketing analytics, and sales operations
- Clients include Zoetis, Boehringer Ingelheim, Elanco, and Merck

## **PRN Pharmacal (a division of PBI Gordon) – Shawnee, KS**

### **Veterinary Products Laboratories (acquired by PBI-Gordon, Inc. in 2016)**

#### ***Regional Sales Representative, Northeast***

**2011 – 2021**

- Represented full line of pharmaceuticals, surgical products, and wound management for the veterinary marketplace
- Partnered with Becton Dickinson (BD) as the sole distributor for the worldwide leader in medical surgical systems
- Managed a distributor network of over 80 sales representatives across various organizations
- Coached colleagues on market analysis techniques to help grow business
- Achieved double digit growth of overall sales every year with both organizations

## **Abaxis, Inc. – Union City, CA**

### ***Regional Account Manager, Northeast***

**2009 – 2011**

- Sold laboratory diagnostics systems to veterinary practices, hospitals, and research facilities in New England
- Demonstrated, installed & trained customers on product integration with practice management software systems
- Provided customers with in-depth financial analysis of equipment and consumables utilization to help increase ROI
- Obtained 110% and 120% of goal in last two quarters of tenure, respectively
- Ranked #2 out of 5 representatives in Northeast and #8 out of 45 in the nation at point of departure

## **Embrace Pet Insurance – Beachwood, OH**

### ***Regional Sales Director***

**2008 – 2009**

- Developed sales strategies for New England region for growing animal health insurance company
- Explored opportunities in various channels in collaboration with the CEO to help expand overall business
- Designed and delivered product presentations and sales training to veterinary channel
- Secured strategic partners to help broaden business development opportunities
- Generated 35% of the company's revenue in New England alone

## **Novartis Animal Health – Greensboro, NC**

### ***Senior Territory Manager***

**2002 – 2008**

- Sold prescription animal health products to veterinary hospitals in New England
- Conducted educational presentations on product and disease states to veterinary hospital staff
- Selected by manager as one of two territory managers involved in interviewing and hiring of district colleagues
- Grew territory 75% from \$800K to \$1.4MM over a five-year period, outpacing company growth by 15%
- 2003-2007 Legends Award Winner (top 10% of sales force) and only 1 of 2 to surpass sales goal each year

## **AstraZeneca – Wilmington, DE**

### ***Pharmaceutical Sales Specialist***

**2000 – 2002**

- Marketed prescription gastrointestinal (Prilosec, Nexium) and cardiovascular (Zestril, Toprol-XL) products into private practice and hospital settings to a diverse medical base in Greater Boston area
- Involved in launch of Nexium and Crestor
- Attained third highest Prilosec market share in the nation from Q3 2000 to Q1 2001
- Territory ranked among top 5 out of 25 in region for market share growth for all product lines

## **Education**

### **Syracuse University**

Crouse-Hinds School of Management

Bachelor of Science in Marketing