 A M Y E L L I S

805.707.3000| amycrow0122@gmail.com | Highlands Ranch, Colorado

 **C A R E E R O B J E C T I V E**

To achieve a successful career, fully utilizing my strengths, experience, and interpersonal skills while contributing to the success of my employer.

**OVERVIEW:** I am competitive, proactive, and innovative, with strong networking abilities and excellent communication and interpersonal skills. As a leader, I am persistent, focused on getting things done, and able to turn ideas into workable plans. I have a strong work ethic and can manage my time and organize my work effectively. I am a proven motivator and team-builder.

**E X P E R I E N C E**

**MEDICAL DEVICE SALES REPRESENTATIVE 8/2007 – 4/2011**

B.D. Diagnostics/Tripath Imaging, Colorado and New Mexico

* Delivering educational messages to OBGYNs/Cytologists/Pathologists, /Laboratories
* Expert in Selling Surepath and Affirm VPIII machines to OBGYNs
* Top 10% of Reps for two years in a row from 2008-2000
* District of the year 2009.
* Ranked 1 of 10 in District on Surepath Closing.

**DIAGNOSTIC TECHNICAL SALES REPRESENTATIVE 3/2007 – 7/2007**

Vident Dental Equipment, Colorado, Utah, Arizona, New Mexico, and Wyoming

* Vident acquisition following hiring and three weeks of training. New hires were laid off.
* Delivering valuable education to Lab Technicians and Dentists to improve their knowledge and usage of Vident Dental Equipment
* We deliver valuable sales messages to Lab Technicians and Dentists to increase Vident Dental Equipment sales revenue.
* Deliver educational presentations of Vident products during trade shows, seminars, and study clubs.

**SENIOR PROFESSIONAL SALES ACCOUNT MANAGER 10/2004 – 3/2007**

Watson Pharmaceuticals, Denver, CO

* Delivering valuable, highly educational sales messages to OBGYNs in office/hospital settings and Long-Term Care Facilities.
* Managing Large Pharmacy Formulary/Reimbursement Accounts in the Denver South Territory.
* Championship Club Winner for 2006
* Ranked 1 of 10 in Oxytrol District Market Share from June 2005 through November 2006.
* Increased Oxytrol Rank Market Share from 60 of 163 in October 2004 to 2 of 163 in November 2006.
* Ranked in the top 5 of 163 for Oxytrol Market Share from June 2005 thru November 2006.
* Ranked 2 and 3 of 128 for April, May, and June 2005 Oxytrol Share Contest.
* Chosen as Senior Care Coordinator for District in 2006.
* Chosen to Represent Watson Pharmaceuticals at the 2005 ACOG Conference in San Francisco, CA. and the 2006 ACOG Conference in Washington, D.C.
* Chosen to Represent Watson Pharmaceuticals at the 2005 and 2006 Colorado Chapter ACOG Convention in Aspen, CO.
* District Trainer for the Rocky Mountain District for 2006 and 2007.

**WOMEN’S HEALTH HOSPITAL SPECIALTY SALES REPRESENTATIVE 2/2003 – 9/2004**

Monarch Pharmaceuticals (King Pharmaceuticals), Thousand Oaks, CA

* District Trainer for 2004
* Successfully delivered specific, need-based educational information to OBGYN Physicians.
* Expert on selling Altace, Sonata, Prefest, Menest, Estrasorb.
* Successfully named the Clinical Studies Expert within my Team in March 2003
* Oct-Nov. 2003 ranked 9 of 80 for overall market share growth of all products.
* The top performer of District for December 2003-Altace, Prefest, Sonata.
* Ranked 1 of 11 in Dec. 2003 for Prefest market share increase.
* Ranked 2 of 11 in Dec. 2003 for Sonata, Altace market share increase.
* Successfully named Altace Coordinator within my Regional Team in January 2004
* The top performer of District for February 2004 –Altace, Prefest.
* February 2004 ranked 8 of 80 in overall market share growth of all products.
* Winner of Sonata Prize Fight Contest-Increase in Sonata Trx for March 2004

**PHARMACEUTICAL SALES REPRESENTATIVE 10/2000 – 2/2003**

AstraZeneca Pharmaceuticals, Santa Barbara, CA

* Successfully marketed Nexium on SBHI Formulary
* Built and maintained relationships within crucial customer organizations to leverage business results.
* Developed a business plan that maximized sales opportunities through effective targeting.
* Increased territory sales numbers, moving Santa Barbara to #7 in the Nation.
* The increasing trend in Nexium market share while decreasing Prilosec percentage through 2002.
* Increased Rx share of Toprol XL in the Beta-Blocker market.
* Toprol XL District Expert
* Successfully provided both clinical and educational information to Gastroenterologists, Cardiologists, Internists, and Primary Care Physicians
* Mastered knowledge of AZ products and disease state and that of its competitors.
* We have achieved excellence by seeking opportunities for self-improvement

**E D U C A T I O N & C E R T I F I C A T I O N S**

Juris master’s degree/ Liberty University, Lynchburg, VA 6/2021 – 8/2023

*Public Policy Focus/Cumulative GPA 3.82*

Bachelor of Science in Kinesiology and Psychology / Westmont College, Santa Barbara, CA 8/1996 – 5/2000

*Cumulative GPA 3.56*

Paralegal Certificate I & II/Denver, CO 10/2020 – 2/2021

*Center for Legal Studies, Metro State University Denver*

Real Estate License Certificate / Armbrust Real Estate, Centennial, CO 1/2006

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**L E A D E R S H I P D E V E L O P M E N T**

Douglas County Young Republicans Secretary 3/2023 – Present

*Colorado*

Advance Colorado Leadership and Advocacy Training 4/2022 – 10/2022

*Colorado*

Douglas County Republican Delegate 2/2022 – Present

*Colorado*

Douglas County Precinct Leader 2/2022 – Present

*Colorado*

Douglas County Coordinator Trump Victory Campaign 2/2020 – 11/2021

*Colorado*

MOPS Leader at Mission Hills Church 2012 – 2016

*Mission Hills Church, Colorado*

AWANA Leader Mission Hills Church 2011 – 2017

*Mission Hills Church, Colorado*

USAB Gold State Certified Basketball Coach 2018 – Present

*Colorado State Certification*

Certified Coach and Trainer 2018 – Present

*Colorado Basketball Association*

Certified Basketball Coach 2015 – 2020

*Gold Crown and HRCA Competitive Leagues*

**S K I L L S**

Territory Management, Interpersonal and Written Communication, Sales Expertise, Goals and Performance, Public Speaking, Sales Performance Analysis, Customer Needs Assessment, Solution Optimization, Client Development, Persuasive Selling