

Jomel A. Duldulao

Leading the way in Making a Difference

Goal-oriented sales professional with a history of achieving maximum volumes and increasing market share through effective relationship building. Skilled in prospecting, qualifying leads, identifying decision makers, analyzing needs, preparing proposals, making presentations, and executing follow-up. Demonstrated ability in achieving win-win outcomes through the analysis of customer needs and identification of creative, cost-effective solutions.

EXPERIENCE

Bristol Hospice Hawaii LLC

Director of Community Relations – Territory (Oahu, Hawaii)

- Marketed and promoted Hospice Services & Philosophy and Palliative Care Services to Specialists (Oncologists, Hospitalists, Pulmonologists, Cardiologists, Palliative Physicians Groups, Internal Medicine Physicians and Primary Care Physicians).
- Collaborated with Nursing Home Facilities including (Administrators, Director of Nursing, Social Workers and Charge Nurses)
- Promoted to Director of Community Relations within the first three months of hire
- Attained 107% to goal for July 2016 & 135% to goal for & 115% to goal for
- Achieved an annual growth of 35% in overall census in
- Directed overall promotion of hospice philosophy on Oahu. (Social Media, Brochures, Website etc.)
- Coordinated & Directed clinical liaisons and community liaisons in identifying community needs.
- Served as a Lead liaison between community facilities and referral sources.
- Assisted Executive Director, VP of Clinical Operations, VP of Community Relations and Director of Patient Care Services in monitoring progress toward accomplishing operational and strategic goals.

Islands Hospice LLC

Community Liaison – Territory (Honolulu, Oahu)

- Awarded Hospice Hero of the Month
- Promoted hospice philosophy within assigned territory.
- Provided and conducted in-services to facilities and key referral sources.
- Achieved consistent growth in assigned territory.
- Developed key relationships with Palliative Physicians, Geriatric Physicians, Primary Care physicians, Case Managers and Social Workers.

Vitas Innovative Hospice Care

VITAS Representative (Hospital/Physician) – Territory (East Los Angeles)

- Received the National Leadership Award for Outstanding sales achievement in
- Established relationships in assigned Hospitals (Los Angeles County Hospital – USC, USC University, USC Norris Hospital, White Memorial Medical Center, East Los Angeles Doctors Hospital, Promise Hospital, Los Angeles Community Hospital, AltaMed Senior Buena Care (PACE))
- As a physician and hospital based Sales Representative in the Greater Los Angeles area, I have developed and implemented sales strategies that has maximize ROI in my respected assigned territory.
- Developed and maintained relationships with the Palliative Team Physicians and Case Managers (Registered Nurses & Social Workers), attending physicians
- Effectively utilizing in-services with key accounts (Hospitalists, Cardiologist, Nephrologists, Pulmonologists)
- Continue to develop business partnerships by making effective VITAS presentations in order to generate early and appropriate referrals

Endo Pharmaceuticals

Medical Sales Consultant – Territory (Rialto to Arcadia)

- Ranked (2010 Semester I) 39 out of 340 in the Nation Respectively in total portfolio pain solution products (Opana ER, Voltaren Gel, Lidoderm, and Frova)
- Awarded Sales Impact for making a difference in overall sales performance (Quarter 1 and Quarter 2)
- Promoted to West Regional Leadership Counsel for

- Effectively utilized marketing strategies to increase market share within assigned territory. (Specialist for the day, Library program, instant saving cards, etc.)
- Developed and maintained relationships with several high impact physicians within the respective territory.
- Effectively utilized KOL with high potential prescribers to maximize sales. (Roundtable, One on One, Dinner programs, Speaker for the Day, and teleconference)
- Worked collaboratively with key pharmacies within territory to optimize market share change.

Sanofi-Aventis Pharmaceuticals

Executive Sales Professional-Metabolism Business Unit II – Territory (Upland)

- Achieved Regional Sales Champion Award [REDACTED] Ranked 13th out of 81 in the Region and 47th out of 519 in the Nation respectively.
- Promoted injectable insulins (Lantus and Apidra) to primary care physicians, endocrinologists, diabetologists, certified diabetes educators, physician assistants, nurse practitioners and pharmacists.
- Effectively utilizing speaker programs in assigned territory to increase market share growth.
- Continue to achieve quota attainment above 100% for both products (Lantus & Actonel)
- Effective use of budget and marketing materials to increase total prescriptions.
- Assigned “Quest Champion” for the team.
- Top 5 in the nation for T.E.I. (Territory Efficiency Index) in overall work performance for [REDACTED]

Alamo Pharmaceuticals LLC

Psychiatry Sales Specialist – Territory (Los Angeles County to Bakersfield)

- Promoted Fazaclo (clozapine, USP) Orally Disintegrating Tablet to psychiatrists, medical directors, pharmacy directors, clinical pharmacists, nurses, and staff members.
- Responsible for getting Fazaclo approved on Hospital Formulary.
- Provided in-service to mental health facilities, clinics, and hospitals.
- Responsible for registering both physicians and pharmacies onto our Fazaclo National Registry.
- Provided assistance in getting patients registered.

Novartis Pharmaceuticals/Professional Detailing Inc.

Psychiatry Sales Specialist – Territory (Victorville – Pasadena)

- Achieved District Sales Award for Ritalin LA – District 1/9, Nation 16/120
- Promoted to CNS Specialty Division (Novartis Pharmaceuticals) promoting Ritalin LA and Focalin to Neurologists and Psychiatrist in the Los Angeles and San Bernardino County.
- Plan and implement promotional sales presentations by generating a natural enthusiasm for the quality and efficacy of products represented.
- Utilize pre-call planning and objective setting for each call.
- Work Collectively with other representatives in arranging speakers, displays and special programs to positively impact sales in territory
- Exceptionally organized, accustomed to detailed reports and tight, well-thought-out schedules

Novartis Pharmaceuticals/Professional Detailing Inc.

Professional Sales Representative – Territory (Covina)

- Responsible for promoting Diovan, Lotrel and Lotensin, as well as consulting and developing relationships with physicians in the Pomona and San Bernardino territories
- Highest quota attainment in both Diovan (107.6%) and Lotrel (104.3%) in second quarter of 2003
- Ranked 9 out of 518 representatives for June 2003 in both Diovan and Lotrel.

IMS-Amphastar Pharmaceuticals

Regional Medical Sales Representative - Territory (AZ, CA, CO, ID, MT, NV, NM, OR, UT, PA, WA.)

- Promoted pre-filled critical care drug injections to Hospitals (Atropine Sulfate, Dextrose, Morphine Sulfate, Lidocaine HCL, Furosemide, Magnesium Sulfate, Sodium Bicarbonates, Calcium-Chloride, Epinephrine, Naloxone)
- Prospected potential customers utilizing GPO contracts and reports.
- Traveled extensively to provide a need and build relationships with Pharmacy Directors, Pharmacy Buyers, Clinical Pharmacists and key healthcare decision makers.
- Participated in multiple hospital conventions. (Las Vegas and Los Angeles)
- Designed and implemented unique and effective marketing strategies and tools to support product presentation.

- Provided in-service education and key clinical findings sessions at hospitals.
- Organized and analyzed data to help evaluate potential customers.
- Generated and exceeded sales expectations respectively in my territories.
- Increased territory sales by an average of 72% per month.
- Exceeded quota by 61% for the First Quarter [REDACTED]

SKILLS & AWARDS

- Alzheimer's Ambassador for Senator Hirano June 2016.
- Promoted to Director of Community Relations February 2014.
- Volunteer Speaker for Kokua Mau (Speakers Bureau for Advanced Directives) 2015.
- Hospice Hero November 2012.
- National Leadership Award for 2011 at Vitas Hospice
- Multiple District Awards (Team Player, Leadership, Making a Difference, Product Portfolio Attainments) for 2008, 2009, 2010 at Endo Pharmaceuticals.
- Regional Sales Champion for 2005 at Sanofi-Aventis Pharmaceuticals.
- Awarded the state of Pennsylvania at 4 months, October-2000, at IMS, Limited.
- Salesman of the Month for September 2000, at IMS-Amphastar Inc.

EDUCATION

- Bachelor of Arts in **Psychology** with a **Biology Emphasis**, Azusa Pacific University.