



Brandon Rabang

Objective

Obtain a sales position where I can formulate and implement strategic plans for achieving sales goals. Contribute my experience, leadership abilities, and high degree of motivation to achieve personal goals, team goals and Vision of the organization

Experience

Jan/2003 – Present Janssen Pharmaceutical Inc., subsidiary of JNJ.

April/2005 – Present

Executive Hybrid Territory Specialist

Hawaii – Cardiovascular/Internal Medicine

- Responsible for achieving sales quota and business objectives within assigned geography and accounts.
- Execute compliant, tailored strategies specific to customers in the Territory, including physicians, medical practices and staff, hospitals, hospital networks, clinics, purchasing departments, pharmacies, and other pertinent stakeholders and sites of care.
- Identify and cultivate relationships with key professionals at the local level who can influence decision making within healthcare provider systems and professional networks to drive business development.
- Product Sales History includes: Pain, Antibiotics, Wound Care, Diabetes, Cardiovascular, and Psychiatry.
- Develops thought leaders to enhance selling efforts of products within the Janssen portfolio.
- Partners with customers on strategies, including institution-specific strategies, that result in long-term commitment, such as improving core measures, increasing patient satisfaction, and improving the institution's performance rating while reducing length of stay and budget costs.
- Leverages consultative selling skills, including targeted probing, active listening, and partnering with diverse staff members to understand preferences, business goals, and drivers to influence decision making and to gain customer/brand loyalty across Territory. Applies practice and institution-specific knowledge to overcome objections, negotiate, and to positively influence decision makers.

April/2006 – Present Management Development Program

- Currently active in Phase V (Management Intern)
- Activities completed include: Served as advisor of 2 "New Hire Training Classes", Social Styles & Versatility, Management Development Lab, New Hire Training, Field Training, Interviewing, Run portions of POA meetings, Targeted Selection and Interviewing, and District coordinator.

April/2005 – Present District Sales Trainer

- Responsibilities Include: Interviewing potential candidates, new hire orientations, field sales training.
- Conduct field rides with Territory representatives and business analytic workshops.
- Trainer of both Primary Care and Hospital sales representatives.

July/2004 – April/2005 Pain Division

- Sales and Marketing of Pharmaceutical Pain products (Duragesic and Ultracet) to Pain specialist, Oncologist, Orthopedic Surgeons, Rheumatologist, Psychiatry, and High prescribing Internal Medicine doctors.
- District Coordinator for Duragesic Transdermal Fentanyl Patch 2005.

Jan/2003 – June/2004 Primary Care Sales Representative

- Sales and Marketing of Pharmaceutical products with approximately 135 accounts consisting mainly of Clinicians, Community Health Clinics, and Hospitals, within a specified territory of Hawaii.
- Analyze and prepare both short & long-term business plans for accounts with the intent of increasing business sales.
- Conduct sales presentations and in-service programs on specific products with the intent of educating and increasing sales.
- District CRM (Computer Resource Management) coordinator for 2004. Responsibilities include Siebel and Microsoft Office training for the district.
- District Safe Fleet Coordinator for 2003. Responsibilities included sending a weekly safe driving tip and fielding all car safety & maintenance issues for the district.

Janssen-Ortho McNeil Achievements

- Hawaii District Rep of the Year 2013.
- Hawaii District Rep of the Year 2011.
- Hawaii District Rep of the Year 2009.
- Region Business Director Award 2007.
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- Region Business Director Award 2006.
- Hawaii District Rep of the Year 2006.
- Selected as participant in Management Development Program, 2006.
- Winner of 2 Regional Hospital Sales contests for Duragesic and Levaquin 750mg Share growth 2006.
- Promoted to Hospital Specialty Sales 2005.

**Experience
Cont.**

Nov/1997 – Dec/2002

Enterprise Rent-A-Car

Branch Rental Manager

- Oversee all business operations of the Kahului Airport branch.
- Market all existing business as well as negotiate for new business contracts. Maintained over 60 accounts. Responsible for tracking all account business, employee sales statistics, fleet occupancy, and rental car rates.
- Conduct potential new hire interviews, employee training as well as bi-annual performance reviews.
- Conduct daily motivation and job feedback for all employees. Schedule and delegate employee responsibilities.

Sept/1997 – Nov/1997 Enterprise Rent-A-Car

Assistant Rental Manager

- Supervised front counter operations handling customer disputes or complaints.
- Direct supervision of employee's to ensure great customer service and clean cars.
- Motivated and trained employee's to sell optional rental car insurance.
- Maintained and solicited corporate accounts.

Jan/1997 – Sept/1997 Enterprise Rent-A-Car

Manager Trainee

- Performed duties delegated by supervisor including: Selling rental car insurance, limited account marketing, and general customer service.

Enterprise Rent-A-Car Achievements

- Fastest employee to be promoted to Branch Rental Manager with Hawaii Enterprise (11 Months)
- Managed the largest rental fleet within Hawaii Enterprise.
- Received numerous sales and marketing awards throughout Enterprise career for Rental Fleet Growth and New Corporate Accounts.

Education

1991–1996

California State University at Sacramento

B.A., Economics

GPA 3.10

Interests

Spending time with family, Technology, and Outdoor activities.

References

Available on request.