Alex F. Taylor, MBA

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Education

CLEMSON UNIVERSITY | M.B.A. Business Administration MARSHALL UNIVERSITY | B.S. Kinesiology Minor: Psychology

Experience

INSULET CORPORATION | Territory Manager

- Stimulates sales growth within strategic accounts, while also identifying, cultivating, and closing new business
- Implements challenger selling tactics to generate buy in across multiple sub-therapeutic areas
- Partners with healthcare clients to navigate managed care markets, including Commercial and Medicare
- Develops individualized sales and channel strategies based on crucial factors of existing and potential clients
- Pilots field outreach programs and presents findings to C-suite, marketing, and the national sales team
- Improves reimbursement access by generating client advocacy and partnering with market access associates **Achievements**
 - National Meeting Expert Panelist (Strategic Payer Targeting and Outreach Program Execution)
 - Promoted from TM I to TM II in minimum time (2021)
 - Sales Training MVP (2020)
 - o Q1 '20-101% (51/129) Q2 '20-Covid (28/129) Q3 '20-118% (12/129) Q4 '20-146% (9/129)

ELI LILLY AND COMPANY | Sales Representative II

- Consistently exceeded quarterly sales quotas for each brand in the Lilly Diabetes portfolio
- Generated new business across multiple markets through data analysis, field marketing, and virtual engagements
- Analyzed quantitative and qualitative data trends to develop fluid business plans and targeting models
- Piloted the implementation of data analysis applications and customer outreach programs
- Expanded portfolio usage within existing accounts by utilizing a consultative selling approach
- Provided ongoing field-based support to address clinical and pharmacy access inquiries

Achievements

- Platinum Performer Award Winner (2018)
- Constructed a prospecting model utilized across the Mid-Atlantic Area, resulting in a #1 national ranking
- o Q4'16-104% 2017-102% 2018-108% 2019-104%

CAMPUS BANNER & DESIGN | Account Manager

- Led a cross-functional team comprised of supply chain, marketing, and communications professionals
- Prospected new business across multiple industries (healthcare, automotive, and manufacturing)
- Conducted market research to determine sales and field marketing strategies
- Monitored the workflow process of complex projects while communicating progress with clients
- Managed the business's major accounts (annual sales > \$20,000), securing contracts in excess of \$100,000 **Achievements**
 - Achieved 30% increase in YOY sales revenue

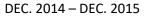
Skills & Capabilities

- Seasoned problem-solving abilities acquired through diverse professional and academic experiences
- Subject matter expert in pharmaceutical and medical device sales strategies and reimbursement
- Daily utilization of Salesforce, Tableau, Excel, IQVIA, and other data reporting applications
- Expert utilizing virtual communication platforms (Zoom, Microsoft Teams, Webex, etc.)
- Strong written and verbal communication skills, both internally and with clients
- Collaborative in team environments with project partners, clients, and executive leadership
- Rapid learning agility across clinical, technical, and business fields
- Efficient resource management pertaining to budgeting, planning, and organization



DEC. 2015

MAY 2014



AUG. 2016 - NOV. 2019

NOV. 2019 – PRESENT