



MADLINE ALVARADO

BACHELOR OF ARTS, CALIFORNIA STATE UNIVERSITY, LONG BEACH, AMERICAN MARKETING ASSOCIATION (AMA, PROMOTIONS DEPARTMENT)

CONTACT

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CORE COMPETENCIES

Communication	
Presentation	
Leadership	
Teamwork	
Problem solving	
Flexibility	
Organization	
Photoshop	
Microsoft Excel,	
Microsoft Word	
Illustrator	
Outlook	
PowerPoint	
SalesForce (CRM)	
google maps	

LANGUAGES

English	
Spanish	

SUMMARY

I'm an ambitious professional with exceptional leadership and follow-through skills. I find it easy to initiate and foster relationships with people I have never met before. I'm able to prioritize, co-ordinate and meet demanding time goals under stressful situations. I fit in easily to a fast, ever-changing environment and demonstrate the willingness to adjust to multiple demands, shifting priorities, ambiguity and rapid change. I've received commendation from past employers for team leadership, creativity, work ethics and work well done.

PROFESSIONAL EXPERIENCE

Westat 2/2017 – PRESENT (± YR. CONTRACT POTENTIALLY MORE) Residential Data Collector/Interviewer.

- Gathered specific data information from selected schools using special software on computer along with use of scanning device.
- All private information.
- Educated the staff and informed specific information that was need to complete and begin House Hold interviews.
- Conducted anywhere from 2-5 interviews per day lasting approximately an hour.
- All being recorded while inputting information from client.

UPS - Oakland /East Bay 11/2015 – 12/2016 (1 YEAR CONTRACT) B2B - Outside Sales

- Canvassed small business owners within a geographical area.
- Educated and qualified the business owner on a new program that UPS was launching for businesses. Canvassed area, collecting 20-30 potential prospects per day.
- Closed 2-5 per day. Follow up was crucial in order to close accounts.
- Worked from home office with bi-weekly team meetings at one of the UPS satellite offices.

SOLARCITY Berkeley – Sonoma 9/2012 – 12/2015 Sales Field Energy Consultant

- Promoted to an FEC (2/1/2014)
- Consecutively reached above and beyond monthly quota of 50 opportunities and 10 closed wins - closed ratio above 60%
- Top LEAD generator 8 months in a row
- Recognized as top FES in the region
- Well known in all my key stores - total of 5.
- Mentored and trained 9 new FES's.
- Monthly reports entered in on time bi-monthly.
- Driving the creation of in-store leads to meet personal and team sales goals and objectives
- Training and motivating The Home Depot employees
- Collaborating with Outside Solar Sales Consultants to confirm in-home appointments Setting up SolarCity displays and collateral
- Hosting and conducting in-store seminars and events for 20 or more people

QUALITY CONSERVATION SERVICES/PGE – East Bay, CA 06/2009 – 09/2012 Sales Representative/Canvasser

- Utilize strong sales and closing skills in marketing the company's "Energy Partners Program."
- Effectively communicate with customers on how to reduce their PG/E costs via telemarketing and effective marketing materials. Perform in-depth education throughout each home.
- Conduct thorough Assessments of homes that qualify for the program throughout Contra Costa County/San Francisco, achieving



PROFESSIONAL EXPERIENCE



CONTRACT PHARMACEUTICAL SALES

2 YEARS WITH EACH CONTRACT)

Eli Lilly, CA (worked through InVentiv, NJ)

2/2008 – 6/2009

Anti Depressant/Bi Polar medication – Cymbalta / Prozac

Barrier Therapeutic, CA (worked through InVentiv, NJ)

8/2006 – 2/2008

Specialty Dermatology – Vusion / Solage *Pharmaceutical Sales Specialist*

- Re-Launch Solage, Ranked #2 for 6 consecutive months.
- Increased market share in three different counties
- Trained two new sales representatives to take over a portion of the territory
- Built positive rapport with over 130 dermatologists
- Increased Solage's number vs. Triluma (Galderma) in Eastbay territory
- Launched Vusion – 4/06 Pediatric Market – increased market share by 20%.
- Member of the U.S. Charter Team and Leadership Committee

ASTRA ZENECA, CA (worked through InVentiv)-Specialty Cardiovascular – Crestor/ Atacand / Pulmicort Respules / Nexium Pharmaceutical Sales Specialist

3/2004 – 8/2006

- Launched Crestor, gaining market share within statin market
- Responsible for successfully selling two product lines to managed Cardiologists, IMs, FPs Developed positive business relationships with top physicians in the East Bay
- Marketed to Pediatric groups in Sonoma County using tutorials, preceptorships, lunches and breakfasts, resulting in a 30% increase in market share
- Landed Formulary Coverage in a top East Bay Hospital – Mt Diablo Medical

NOVARTIS, New Jersey Schering Plough - Specialty Respiratory

6/2002 – 3/2004

Pharmaceutical Sales Specialist

- Established rapport, increased sales and commitment from top 25 physicians
- Gained ownership of territory through confidence and product/competitive knowledge
- Increased market share by 22% within 5 months

NOVARTIS, New Jersey

6/2000 – 6/2002

Pharmaceutical Sales Representative (part-time)

- Serviced 350 accounts and promoted 7 products with colorectal surgeons, gastroenterologists and obstetrics, IMs, FPs and Hospitals.
- Achieved strong sales results by maintaining positive account relationships, planning and using effective time management Maintained 8-10 calls per day and met expectations in all categories.
- Accompanied new sales representatives on sales calls and trained in all aspects of effective sales strategies; presentations, negotiations and closing the sale.
- Re-established successful accounts in a territory that was vacant for 3 years.

ACCUCARE MEDICAL, Oakland, CA

02/1998 – 03/2000

Medical Sales Representative

- Responsible for all respiratory sales in a designated territory, effectively demonstrating products to Pulmonologists, IM, and FP physicians
- Educated and trained doctors and nurses on clinical applications – spirometry
- Increased unit dose in the assigned territory by 40%, oxygen patients by 35%
- Designed and produced marketing brochures to promote all company products

PHILLIP MORRIS, 1996
LANIER, 1995