

AMBER J. REHFUSS

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EXPERIENCE

- 08/21-Current **ASTRAZENECA PHARMACEUTICALS, LP** Austin, TX
Pharmaceutical Sales Specialist
- Nominated by colleagues and recognized by the Commercial Business Director, out of 200+ sales representatives, for outstanding messaging
 - 8 high-volume providers prescribed AstraZeneca's Respiratory and CKD drugs instead of competitors' drug, triggered a market share increase of more than 30% for both drugs in Q2
 - In just 2 months, gained full office access to many "no-see" provider clinics, (WellMed, Austin Regional Clinic, Baylor Scott & White), converted prospects to long-term advocates
 - Received 79 NBRx's in Q2, exceeding QTD NBRx goal of 68
- 03/21- 08/21 **VITAS HEALTHCARE** Austin, TX
Healthcare Account Manager- Hospice
- Built territory from the ground up, converting many unfamiliar prospects to loyal, high-value VITAS advocates, securing 5 admits in first month
 - Supplied valuable first-hand knowledge and clinical expertise to Specialists (Cardiologists, Oncologists, Neurologists, and Pulmonologists), and conveyed the urgency to seek hospice care for patients sooner, received 10 referrals in 2 months
 - Presented thorough weekly patient health updates to providers for the patients admitted to hospice care
- 10/20- 03/21 **SINCRO** Austin, Houston, San Antonio TX
Field Account Manager- Digital Media
- Exceeded monthly quota, increased sales in territory by \$200,000 in under 2 months
 - 5 of 7 key accounts upgraded from base to premium website package, in one quarter, generating an additional \$105,000/month in revenue
 - Incorporated SEO techniques to verify maximal site exposure, market share skyrocketed from 45% to 76%, and Sincro is the new, dominant player in the market
- 07/19- 04/20 **HENRY SCHEIN** Southlake, TX
(Laid off- Covid) *Dental Field Sales Consultant*
- Achieved top performance by strategically growing territory from zero to 1/2 million dollars annualized, brought on 15 new accounts in one quarter
 - Secured 5 high-value accounts in Q1 2019 through consultative selling, effective customer solutions and promoting compelling business opportunities
 - Educated dentists on merchandise, equipment & technology, closed a \$90,000 dental supplies order with a dentist who had never ordered from Henry Schein before
- 11/16-07/19 **IHEART MEDIA** Dallas, TX
National Account Manager (04/18- 07/19)
- First rookie in the Nation to close \$8 million in digital media advertising sales
 - Nominated by IHeart Colleagues and Managers for the "Rising Star" Award
 - Prepared and closed the prime-time Los Angeles Dodgers baseball sponsorship package, generating \$500,000 in a single deal
 - Collaborated with internal cross-functional teams and developed Sponsorship Packages for IHeart's National Tent-Pole events
- National Sales Assistant (11/16- 04/18)*
- Single-handedly executed a 2-person job, managed and led the National Dallas office for 3 months
 - Managed all radio advertising campaigns across all National IHeart markets

06/16-08/16 **ABC/WALT DISNEY COMPANY**

New York, NY

National Television Sales Intern (National Television Ad Sales Division)

- Coached by members of the Sales Promotion, Research, Digital, Regional Sports, and Entertainment divisions through Campaign development and execution
 - Negotiated rates for television ads with top Account Executives, analyzed/closely tracked demographic trends and ratings during the NBA Finals
 - Constructed and presented a presentation for CitiBike, to the President of ABC, and all of ABC's upper management team
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EDUCATION

UNIVERSITY OF NORTH TEXAS

Denton, TX

Bachelor of Science: Integrative Studies- Specialty in Business, Communications, Journalism

Graduated: 12/16

CERTIFICATION

CERTIFIED NATIONAL PHARMACEUTICAL REPRESENTATIVE (CNPRx)

Certification Number: 692292022 (07.22)

www.napsronline.org