

Maria Carolina Vaz

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PROFILE

An experienced, competitive and dedicated tri-lingual sales and marketing professional with a special talent for creating and developing solid customer relationships. Thirteen years of pharmaceutical sales experience with a verifiable award winning record of success. Strategically transforms new and established relationships into business opportunities with an outstanding aptitude to negotiate and build an industry presence. Proven to consistently meet and exceed goals and expectations. Recognized team player with multi-cultural and diplomatic attributes.

PROFESSIONAL EXPERIENCE

Aug 2012 – Present **Amgen, Saint Louis, Missouri**

Biopharmaceutical Sales Representative, Saint Louis (West, Central and North)
Responsible for capitalizing opportunities and successfully promoting product portfolio to a broad range of medical specialties.

Awards and Achievements

- GoalQuest Award (312% Market Share Increase from baseline, Aug 2013)
- FLAG Team (Field Leadership Advisory Group)
- Extensive "Buy and Bill" experience
- Next Injection Project (Mexico, Global Marketing Team)
- Immediate impact on year-end sales attainment (2012)
- 118% of Goal S2 2013 (October) ranked 5th/263

Apr 2010 – Aug 2012 **AstraZeneca Pharmaceuticals, Saint Louis, Missouri**

Healthcare Sales Professional, Saint Louis (West and Central)
Responsible for managing, analyzing and leading current territory configuration to meet and exceed sales goals

Awards and Achievements

- Top 10% year to date portfolio sales, 2011 (Outstanding Performance Rating)

Apr 2009 – Apr 2010 **Forest Pharmaceuticals, Saint Louis, Missouri**

Healthcare Sales Professional, Saint Louis (West)
Responsible for managing, analyzing and leading current territory configuration to meet and exceed sales goals.

May 2002 – Feb 2009 **Pfizer Pharmaceuticals, Saint Louis, Missouri**

Healthcare Sales Professional
Responsible for one of the highest volume territories in Saint Louis (West).

Awards and Achievements

- Top 10% Regional Sales Performance , 2008
- Vice-President's Cabinet Award, 2007
- Market Share Achievement Award I and II , 2006
- Retention Bonus Award, 2005
- Outstanding Score Recognition - Cardiovascular Phase VI Training, 2004
- Norvasc Top Performer Award, 2003
- Outstanding Score Recognition - Cardiovascular Initial Training, 2002

Nov 2000 – Apr 2002 **KV Pharmaceuticals, Saint Louis, Missouri**

Healthcare Sales Professional
Managed the Northeast Region of the Continental United States and Puerto Rico.

Awards and Achievements

- Representative of the Year, 2001
- 200% of Quota Achievement, 2001
- Developed training and marketing materials for the United States sales force

Aug 1998 – Sep 2000 **New Mexico State University, Las Cruces, New Mexico**
Molecular Biology Research Assistant

Research

- Nitrogen Fixation and Ammonia Assimilation in Nodulating Legumes.
- Over-Expression of Genes Encoding Key Ammonia Assimilator Enzyme, Glutamine Synthetase (GS), in Legumes to Improve Nutritional Content in Seeds and Forage Crops.

Aug 1994 – May 1998 **St. Norbert College, DePere, Wisconsin**
Cell Physiology and Molecular Biology Research Assistant
General Biology and Genetics Teaching Assistant

Research

- Effects of osmotic and UV stress in Arginine Decarboxylase and Ornithine Decarboxylase in *Arabidopsis thaliana*.

EDUCATION

Aug 1998 – Sep 2000 **New Mexico State University, Las Cruces, New Mexico**
Molecular Biology Research Training
Honors - Sloan Fellowship Research Award Recipient

Oct 1994 – May 1998 **St. Norbert College, DePere, Wisconsin**
Bachelor of Science in Biology
Honors - Dean's List
- Student Faculty Development Endowment Fund - Award Recipient
- Awarded member of Beta Beta Beta Biological Honor Society

LANGUAGES

Fluency in Portuguese and Spanish.