

Liquor Comm.

CAMILLE COATES

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SUMMARY

Innovative sales professional with a superior track record of outside sales experience. Expert at managing top-producing business relationships with customers and business partners in a highly competitive industry. Outstanding sales planning, sales training and ability to lead multi-disciplinary sales teams to high levels of performance. Demonstrated ability to create competitive value; identify and take advantage of business opportunities; establish and increase market share; forecast and achieve quarterly and annual goals, devise and implement solutions to a wide range of business, technology, sales and marketing challenges. Proven track record of driving change, achieving objectives and effectively managing projects. A results-oriented leader who thrives on new challenges.

AREAS OF EXPERTISE

- Key Account Development
- Market Share Growth
- Negotiation and Persuasion
- Leadership and Team Building
- Problem Solving
- Prospect and Maintain Customers
- Territory Optimization
- Strategic Product Launch
- Customer Relations
- Initiating Solutions

PROFESSIONAL EXPERIENCE

Body the Fitness Boutique of Central Illinois, Peoria, IL

2013-2013

Co-Owner and Instructor, Boutique style fitness facility offering, Barre, Yoga, Pilates, TRx and Pole Fitness; Responsible for supervising hiring, training and supervising instructors, payroll, class scheduling, development of class concepts and routines, maintained cleanliness of facility, marketing and sales, and provided customer service for clients including complaint resolution.

JOHNSON & JOHNSON, Peoria, IL

2007 – current

Professional Healthcare Representative, Janssen Pharmaceutical Companies of Johnson & Johnson

Responsible for effectively applying strategic account selling in pain specialty, anesthesiology, physical medicine and rehabilitation, oncology, orthopaedic surgeons, primary care, and internal medicine to individual physicians as well as institutions, pharmacists and other health-related organizations/personnel.

- District Safe Fleet Coordinator - 2012
- District Field Trainer – 2011 - 2012
- Region Advisory Board Member – 2011 - 2012
- President's Circle Winner – 2010 (top 10% of representatives in the nation)
- Trail Blazer Award – 2010 (ranked number one in growth previous year to current year in the region)
- Planned and implemented several peer-to-peer visiting faculty programs, staying within budget, optimizing attendance and modifying prescribing habits of attendees.
- Launched new product Xarelto (2011-2012, multiple indications) – anti-coagulant
- Successfully implemented Neo program in preparation for product launch of Nucynta – December 2008 – 125%, June 2009 – 150%.
- Developed “key opinion leaders” in incremental product launch of Nucynta.
- Launched new product Nucynta IR (2009) and Nucynta ER (2011) – CII pain
- Launched new product Invokana (2013) - diabetes
- December 2012 ranked 1128 of 1234 representatives in the nation.
- December 2011 ranked 945 of 995 representatives in the nation.
- December 2010 ranked 41 of 436 representatives in the nation.

Continued - JOHNSON & JOHNSON, Peoria, IL

- December 2009 ranked 460 of 466 representatives in the nation.
- December 2008 ranked 25 of 63 representatives in the region.
- December 2007 ranked 3 of 9 territories in the region.
- December 2007 sales quota attainment – Aciphex – 97.75%, Levaquin – 97.41%, Ultram ER – 77.23%.
- Recipient of Productivity award 2008.
- Winner of 212 – “the extra degree” award 2007.

PFIZER INC, Peoria, IL**2003 – 2007****Healthcare Representative**

Responsible for effectively applying strategic account selling in urology, primary care, internal medicine, and cardiovascular to individual physicians as well as institutions, residency programs, pharmacists, managed care, long-term care facilities and other health-related organizations/personnel.

- Planned and implemented several peer-to-peer visiting faculty programs, staying within budget, optimizing attendance and modifying prescribing habits of attendees.
- Developed two “key opinion leaders” in incremental product launch of Chantix.
- Successfully launched new product Chantix – December 2006 – 184.13%
- Launched new indication for Lipitor a growing cardiovascular medication.
- Assisted district manager with the training of new representatives.
- Assisted with planning, implementing, and directing quarterly district sales meetings.
- December 2006 ranked 11 of 65 representatives in the region.
- December 2006 sales goal attainment – 124.76%.
- 2006 sales goal attainment (sales year November 2005-October 2006) – 108.24%.
- Winner of Urology & Respiratory “Get After It 2” contest 2006.
- Recipient of TEAMidwest Platinum Club 2005.

MARKETSOURCE, Peoria, IL**2000 – 2003****Outlet Sales Representative, Hewlett Packard**

Responsible for representing Fortune 500 company, Hewlett Packard, in assigned large retail business accounts in central IL, i.e., Best Buy, Circuit City, Office Depot, etc; drive client growth, and build/maintain relationships with all levels in account including management to sales representatives.

- Initiated and conducted trainings within retail accounts for store personnel.
- Conducted field driven events to increase sales traffic for accounts.
- Effectively managed, including hiring and training part-time sales representatives for placement in select accounts during critical selling times.
- Built partnership with accounts to determine ways of increasing product sales and tracking such events to show ROI.
- Acknowledged as a resource for account management.

THE SERVICE STATION ADVERTISING AGENCY, Peoria, IL**2000****Account Manager**

Responsible for managing/maintaining accounts for existing clients and prospecting potential clients.

- Conducted client presentations and developed proposals.
- Developed marketing/advertising campaigns based on budgets and promotions.
- Media buyer for all new and existing clients, including electronic, print and outdoor.

EDUCATION / PROFESSIONAL DEVELOPMENT

MBA, Bradley University, Peoria, IL (August 2012 - current)

BS, Communications, Bradley University, Peoria, IL

AAS, Business Administration, Illinois Central College, East Peoria, IL

"Managing Creative Services," Dynamic Graphics Educational Foundation

"Supervisory Training Program," Part 1, Employers' Association of Illinois

"Excelling as a First-Time Supervisor," CareerTrack

"Management Skills for Secretaries, Administrative Assistants, and Support Staff," Fred Pryor

"The Exceptional Assistant," Fred Pryor

"Goals & Objectives Training," The Heart of Illinois United Way

2nd Vice-Chair, African American Hall of Fame Museum, Peoria, IL

Network Parent, Peoria Christian School, Peoria, IL