

KYLE BROUILLETTE

...Motivated...Creative...Determined...

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email goes here

3355 Bee Wall Rd.
Waco, TX 75002

Seeking Position As:

SALES MANAGEMENT PROFESSIONAL

Sales Management Professional with proven track record in generating highest-ever revenues, producing optimal volume, and acquiring new accounts with key distributors.

Possess exceptional planning, prioritizing and goal-setting skills to achieve optimal outcome and create, implement and document efficient methods of operations. Well-rounded, results oriented and looking to apply energetic sales capabilities where an ability to communicate effectively and a determined focus on success can play a vital role in increasing revenue and market share.

- ✦ Market Research & Analysis
- ✦ Promotional Marketing
- ✦ Sales & Marketing Leadership
- ✦ Customer to Business & B2B Liaison
- ✦ Project Planning & Management
- ✦ Customer Relationships
- ✦ Financial Documentation
- ✦ Proactive Work Ethic

PROFESSIONAL EXPERIENCE

Nutricia North America

Sept 2007 - Apr 2009

Regional Sales Manager; West Region
Dallas, TX

- ✦ Performed extensive hiring, training and development of Territory Managers in the west region including 8 representatives in 10 states.
- ✦ Cultivated key business relationships with Cardinal and McKesson distributors, and saw an increase of revenue by 14% in 2008.
- ✦ Lead the way for expansion into the Phoenix and San Francisco markets in 2008; developed the new field travel report guidelines including SalesForce.com call tracking.

Pharmacia Diagnostics/Phadia

July 2004 - Sept 2007

District Sales Manager; Central Region
Dallas, TX

- ✦ Performed extensive hiring, training and development of clinical sales consultants leading to promotions within company; also hired and supervised 17 representatives over 7 states.
- ✦ Developed a strong business relationship Quest Laboratories to facilitate and increase sales; revenues rose 22% in 2004 to more than 30% in 2006.
- ✦ Prepared, implemented and expanded markets and oversaw the National sales strategies for emerging markets and provided strategic planning with Quest Labs to develop opportunities for lab expansion.

AstraZeneca LP

Jan 2001 – July 2004

Regional Training Specialist, Respiratory/Cardiovascular
Dallas, TX

- ✦ Recognized by National Sales Director for developing and facilitating presentations for National Sales Meeting in Toronto and Regional Emphasis Meetings in Dallas.
- ✦ Recognized by Regional Director of Sales and Regional Training Manager as lead trainer for GI/CV Core II training.
- ✦ Facilitated cardiovascular launch product training for DSM's, PSS's and RSD's for Dallas Business Center.
- ✦ First to implement new training courses for Internship, Core I and II — provided feedback for enhancements.
- ✦ Initiated strategy meetings with Regional Directors and District Managers with focus on sales model and reprint skills development for field sales.
- ✦ Conducted field training/visits for new sales representatives with focus on improving sales skills and productivity.

AstraZeneca LP

July 1996 – Dec 2000

Pharmaceutical Sales Specialist
Dallas, TX

- ✦ Played integral role in launching, Pulmicort Respules™, Pulmicort Turbuhaler™, Rhinocort Aqua™ and Naropin™.
- ✦ Initiated and developed DFW JNC 6 speaker programs for Toprol XL™ and assisted with the training and mentoring of new AstraZeneca sales specialists.

EDUCATION & TECHNICAL SKILLS

University of Arizona

1991

Tucson, AZ

B.A., College of Arts and Sciences; Major: Psychology, Minor: Marketing and Sociology

NOTABLE HIGHLIGHTS

Managed 17 representatives over 7 states #2 overall district 2005
Presidents Club Award for overall sales 1997.

Ranked top 10 nationwide for Pulmicort Turbuhaler™ sales 1998.

Ranked top 25 nationwide for Rhinocort Aqua™ sales 2000.

Organized AstraZeneca National Political Action Committee 2001.

District Ranked #2 overall in U.S. Sales 2005 while at Pharmacia Diagnostics.

Region Ranked # 1 Neocate infant formula sales growth 2008