**Aliease M Simmons**

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**Professional Experience**

**Advance Clinical Solutions – President**,

 July 2010 – present

* Negotiated Contracts with leading Orthopedic Manufacturers
* Hired and Train Orthopedic and Pain Management Sales Rep
* Set monthly quotas
* Implemented successful Market entry strategy to achieve sales objective
* Developed, managed and maximized sales of product line that provides solutions for musculoskeletal health, vascular health and pain management.
* Sales team consistently achieved sales objectives, ensuring territory profitability within the guidelines of the company's defined sales and marketing practices.
* Accounts consisting of Pain Management, Orthopedic, PM&R, MD/DO Primary Care and Family Practice physicians.
* Knowledgeable in insurance reimbursement.
* Also as a Sales person I Make 8-10 office visits per day and conduct 5-7 targeted meetings per week to key stakeholders and HCPs, providing education, product demonstrations and customized training programs highlighting benefits of company's medical device solutions.

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**Boehringer Ingelheim Pharmaceuticals – Sales Representative**

January 2006 – July 2010

* 2009-2010 President Club Winner ranked # 1 in Nation
2007-2008 President Club Winner ranked # 1 in Region
* Called on Urologist, Primary Care and Pulmonologist
* Marketed successfully in a very crowded market Micardis, Also Marketed Spiriva for COPD and Flomax.
Lead team to president clubs by creating clinical presentations to market to physicians to increase sales.

**InVentiv Health – Sales Representative**

 **Boehringer Ingelheim collaboration contract**

(August 2002- December 2005)

* Responsible for marketing Tricor for Mixed Dyslipidemia to Cardiologist,
Endocrinologist and Primary Care Physicians.
Responsible to increase 6% market share within territory.
Solicit lunch and learn programs to maximize reach and frequency.
Responsible for marketing Flomax for Benign Prostatic Hyperplasia and Vesicare for
Over Active Bladder to both Urologist and Primary Care Physicians.
Ranked number 2 in district and number 5 in the Eastern Region.
1st Quarter 110% Vesicare goal attainment.
2nd Quarter126 % Vesicare goal attainment- increased sales by 16%.
Organized and implemented highly successful speaker programs, which resulted in a
significant increase in new scripts written.
Had excellent relationships with Physicians and counterparts.
* **Education**
Long Island University, Brookville, New York
B.A. Biology under pre-medicine curriculum-