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RALPH BRAYTON

8428 Hidden Valley Rd.
Atlanta, GA 30328

770-634-4128
rb@dol.com

OBJECTIVE

A Pharmaceutical/Biotechnology Sales Position emphasizing exceptional interpersonal, time management and organizational skills. Proven ability to exceed personal and team sales quotas.

QUALIFICATIONS SUMMARY

Successful sales and marketing experience in pharmaceutical/biotechnology, telecommunications and retail sales. Energetic, optimistic, results-oriented sales professional with strengths in the following:

- National account sales and sales management.
- Client negotiations.
- Time and territory organization and management
- Team motivation and leadership.
- Creative problem solving.

PROFESSIONAL EXPERIENCE

MAJOR PHARMACEUTICAL 2001-2010

National Account Specialist

- Generated over \$1,600,000 annually in Sales to Wal-Mart through "Buy-In" and "Special Buy" programs.
- Managed Wal-Mart and Amerisource Bergen Accounts including pricing, delivery, new store development, etc.
- Motivated and managed Time Management Committee (work schedules, vacation, holidays, sick time) and Hospitality Committee (incentives, celebrations and award programs.)
- Consistently recognized for team leadership, exemplary customer service and "going the extra mile for customers."
- Generated \$1.3 Million annually in sales for AmerisourceBergen with special promotions.

MAJOR SCIENTIFIC 1996-2001

National Account Representative

- Managed Rutgers University, multi-million dollars account.
- Developed new business within Rutgers and directed budgeting, scheduling and secured additional funds for purchase.
- Co-coordinated problem-resolution, market research, merchandise pricing.
- Consistently honored with "All star Awards" for customer service and team excellence.

SPRINT TELECOMMUNICATIONS 1994-1996

Customer Account Coordinator

- Received raise for exceeding inbound call quotas of 70 daily inbound calls.
- Cross-sold Sprint long distance services in 25% of calls.
- Recognized for listening and communication skills, problem solving and new account development.

PARISIAN, INC. 1989-1994

Sales Consultant

- Built high-end customer base through personal relations expertise, follow through and "add on" sales.
- Consistently exceeded sales quotas by over 20%.
- Proven track record of commission based and salary plus sales.

EDUCATION/TRAINING

BS, Procurement and Acquisition Management, Athens State College, Athens, GA
Associate of Applied Science, Computer Programming, Calhoun Community College, Calhoun, GA

CONTINUING EDUCATION

Strategic Selling, Miller-Heiman 2004
Customer Service Excellence 2002

CLIFF MCKENZIE	
1000 XXXXXXXX XXXX XXXXXXXX XX XXXXX Home: (000)000-0000 Cell: (000)000-0000 XXXXXXXXXXXX@XXXX.XXX	
Summary	
Success oriented with high energy and positive attitude. Strong sense of responsibility and self-motivated team player.	
Highlights	
<ul style="list-style-type: none"> • 13 years experience in health care industry. • Outstanding customer service skills. • Problem solver. 	<ul style="list-style-type: none"> • Outstanding written and communication skills. • Deep with sensitive situations in a professional and concerned manner.
Experience	
February 2009 to Current	<p>Delta Medication Pharmacy Tulsa, OK</p> <p>Biotech Troubleshoot, repair and maintain all respiratory and medical equipment. Check in and maintain inventory of equipment. Order parts through various vendors.</p>
January 2009 to Current	<p>WPA Columbus, OH</p> <p>Customer Service Tech Deliver and set up CSE supplies in facilities and homes. Maintain excellent paperwork to keep in compliance. Keep inventory of stock daily through the ordering system. (in 2012 received outstanding customer service award). Do on the side repairs for other respiratory equipment.</p>
March 2008 to January 2009	<p>Debra Spartanburg, SC</p> <p>Delivery equipment repair Deliver respiratory equipment and supplies to nursing homes. Repair compressors, check compressors, replace tubes in and suction machines.</p>
Education	
<p>Waynesville Waynesville, NC</p> <p>B.S. High School Diploma</p>	

JENNIFER SMITH

1 Caltristian Way, Cloud City, PA 19104 | | C: (555) 322-7337 example_email@example.com

Summary

Detail-oriented Chemist with expertise in the synthesis, design, formulation, and characterization of material properties, as well as coordinating testing and development. Adept at developing new applications and products, generating intellectual properties, and providing technical solutions. Practiced in instrument monitoring and analytical method performance.

Highlights

- Compound optimization
- Expert in bioanalysis
- Trained in organic chemistry
- Advanced chemical research
- Multi-step synthesis
- Titration
- Polymer synthesis
- Product reengineering
- Lab maintenance expert
- Fluent in German

Experience

- Chemist** Sep 2010 to Current
Polar Chemicals — Cloud City, PA
- Improve formulas and processes to increase efficiency.
 - Create new laboratory processes.
 - Confer with scientists and engineers on conducting analyses of research projects.
 - Write technical papers and reports.
 - Develop alternative analytical procedures.
 - Issue detailed polymerization reports and summarize findings to inventors.
 - Execute experimental design techniques and evaluation reports.
 - Conducted market research for key product and supplied a global patent analysis.
- Chemist** Jul 2004 to Aug 2010
Myler Chemical Company — Cloud City, PA
- Employed chromatography, spectroscopy, and spectrophotometry techniques.
 - Compiled and analyzed test information.
 - Induced changes in composition of substances by introducing heat, light, energy, and chemical catalysts for quantitative or qualitative analysis.
 - Initiated assays, moisture determination, wet chemistry and titrations.
 - Tested samples for various chemical analyses.
 - Operated an automated analyzer daily to determine ammonia, nitrate, nitrite, and phosphorous contents.
 - Drafted reports on all test and research results.
 - Analyzed heavy metals such as Cr, Co, and Ag.
 - Conducted both qualitative and quantitative analysis.

Education

Bachelor of Science, Chemistry 2004
University of Pennsylvania — Cloud City, PA
Student government representative
Minor in Biology
Top 3% of class

CURRICULUM VITAE
Kiran Jain
14/1 N S Road,
10th Floor, BIC Complex
Vadodha-390001. Phone no. 9876543210
E-Mail - kiran.jain@gmail.com

OBJECTIVE
To perform, contribute and excel in an environment of continuous learning.

DESIRED INDUSTRY
A job that offers scope for optimizing marketing and communication skills.

PERSONAL PROFILE

Name	Kiran Jain
Date of birth	22 June 1986
Languages known	English, Hindi, Rajasthani (fluent in speaking)
Area of Interest	Sales and Marketing

ACADEMIC PROFILE

Year of Passing	Institute/University	Course	Percent/GCFA
2012	Symbiotic Institute of Business Management, Bengaluru	MBA	3.4/4
2009	Shri Memorial College, Jaipur	B.Sc. Biotech (Rajasthan University)	72.26%
2005	Modern Public School, Jaipur (Rajasthan Board)	12 th (Rajasthan Board)	64.77%
2002	Demonstration School (RBE), Ajmer	10 th (CBSE)	61.20%

PROFESSIONAL EXPERIENCE

A) AFPM (India) of ICICI Prudential Life Insurance Co. Ltd. - Vadodha.
(From 11th Nov. 2012 to continuous)

- Liaison with bank staff.
- Developing the business and generating leads.
- Working with corporate management to formulate, secure and maintain effective sales target.
- Monitor portfolio performance.
- Strategies to tap the untapped market for all Line of Products.
- Providing awareness of products through presentation to bank staff and generate leads.
- To work and monitor the market in terms of risk, potential, requirement, monitoring and strategies to keep ahead the competition.

Achievements:

- Achieved six months' target of Rs 43.00 Lacs in two months only.
- Total No. of policies converted till date is 26 with value of 45.00 lacs.

John Doe, V.M.D.
123 Main Street
Town, State 00000
123-456-7890 (W) 098-765-4321 (H)

PROFESSIONAL EXPERIENCE

BIOTECHNOLOGY FIRM, Town, State **2000-Present**
Associate Director of Science, Biomaterials

BIOTECHNOLOGY FIRM, Town, State **1995 - 2000**
Principal Scientist, Biomaterials Research

BIOTECHNOLOGY FIRM, Town, State **1990 - 1995**
Medical Scientist, Biopolymers Department

- Establish and direct all aspects of preclinical studies (safety and efficacy) leading to IDE/IND approvals and for PMANDA applications for medical devices/drugs/biologics to reduce postoperative adhesions, viscoelastic augmentation for OA, and drug delivery for an anti-arrhythmic, restenosis, OA, oncology and ophthalmic diseases. Establish preclinical project work plans including specific key objectives, important milestones, and critical paths leading to timely completion of studies for regulatory filings.
- Lead and provide support to multidisciplinary development teams that take device/drugs/biologic candidates to marketing approval. Collaborate with other functional groups with in R&D and within the corporation that are part of the development teams.
- Serve as study director for CROs conducting company safety, toxicology, pharmacokinetic, and pharmacology studies for products being developed by our group.
- Knowledgeable in regulations pertaining to medical devices/drugs/biologics and formulate regulatory strategy for preclinical studies. Write preclinical sections for regulatory application and annual reports. Present preclinical data at clinical investigator meetings prior to initiation.
- Lead a staff of four research associates. Conducting basic research in peritoneal healing and adhesion formation at a cellular level. Investigating the role of cytokines in the adhesion cascade and controlling these fibrogenic mediators. Present data at scientific meetings and author papers.
- Directly responsible for the City Location animal facility. Ensure that the facility meets NIH, USDA and City guidelines for care of laboratory animals. Planned and implemented animal facility expansion at the Framingham facility. Previous chairman of the IACUC for Major Biotech Firm.

PHARMACEUTICAL COMPANY, Town, State **9:89-11:90**
Senior Clinical Research Scientist, Cardiology Section, Medical Research Department

- Managed the design, implementation, and execution of clinical studies of a medical device used in organ transplantation (DeviceName™) and cardiac drugs. Wrote submissions for IND, NDA, and 510k filings. Experience in Good Clinical Practice regulations. Investigated other clinical indications for DeviceName™, and directed the preclinical efficacy studies for feasibility.

BIOPHARMACEUTICAL COMPANY, Town, State **5:86-6:89**

Ms in biotechnology jobs. Msc biotechnology job opportunities. Msc biotech jobs for freshers. Msc biotech job opportunities. How to write a resume for biotech job.

abrutsaK on etnatseserpeR essaC egelloC ihdnaG abrutsaK me ehulC-oib me doowrehS ed acilbPAP aloceE ad oeAtipaC od oeAtipaC siaosseP seyaSAAzilaer reyalP maet edadilibatpadA setroF .noiZ seigolonhceT ed sedadilibaH noitacinummoC eciffo SM rodaturpmoC otnemicehnoC ocisjAB rodaturpmoC oeASAAzitebafIA .saicnArefnoC ed SCIMO ed opurG olep adazingro aigoloncetoiB ad laidnuM ossergnoC .orud ohiabart e aicnAirepxe ahnim moe oEASAAzinagro a rivres .missa .e otnemicehnoC uem od ortcepso o ratnemua arap opocse recenroF e .setnegreme saigoloncet moe otatnoc retnam jAritimrep em euq .Janoisiforp sam .rodafased etneibma mu me rahlaharT .ovitejBo reeraC hgnis akimana .omuser .rodagevan ues eziulata e anigjAp atse arap etlov .nigol rezaf ed siopED .itped rosseforP matissA ramuK tijA .rD .aicnArefreR jodidnocse enofelet (- + .oN.hp .sacitAlana e savitaorP sedadilibaH .epiuce od otirApsE :sairAAtagitsevni sedadilibaH .)ratnemele(oeAmela e sAAlgni .idnih :samoidI .aiug avon amu me retsiger / nigol anigjAp a jArirba oeAtob etsE ogimoc otatnoc me rartne arap es-ratsigerU uo rartneE 81-50-8002 :me odatsop .meganidraj e tenretni an odnagevan .semilif odnezaf e saosseP sa moe odnigaretni .odnajaiv .arutnip .acisAam odnivio .aruticL :seibboH .tenretnI .eciffo SM .SOD .atsiV / PX // swodniW .sedadilibaH .remjA .egelloC slriG aihoS .buic erutaN od ovita orbmem - otadidnac etse ratcatnoC ruaK teerpnacC etnemleif sues so .sezev sa oeASAApure ed seyaSiced ranroT :azeuqarF .oirAAtarobaI ed sotnemurtsni ed etnednepdni oiesunaM .ymedaca aloyL alep sadazingro satnugrep ed oeASAAitepmoc an 70-aznagavartX hceotioB ymedaca aloyL ad marapicitrapp soirjAnimeS . etnarud egelloC aihoS "yxalaG" .acifAimeic oeASAAiocosa ad orieruoseT eA ~a eA .arutneV otutitsniI olep odazingro RCP e CLPH erbos pohskrow on uopicitraP .ihlAD avoN .)IINI(aigolonumI ed lanoicaN otutitsniI :oeASAAzinagro :oeAAreV ed oigjAitsE % .ESBC jP.UU rupnaK .alocse .dts ht .otirAAm ed odacifitreC eA ~a eA me me gnimrahC ssiM egelloC ihdnaG abrutsaK me rehserF ssiM a arap ziju egelloC Gandhi College Class representative at Loyola Academy Event manager for the celebration of Teachers Day at Loyola Academy Presentations Presentation on Preservation of food Presentation on Sewage treatment Presentation on Filter Sterilization of air and fermentation media Presentation on Immunoglobulin Presentation on DNA as genetic material PERSONAL DETAILS Name Chanpreet Kaur Date of Birth 28May1989 Nationality Indian Marital Status Single Languages known Hindi, English, Punjabi DECLARATION I hereby declare that above information and particulars are correct to the best of my personal knowledge. Sec. AREAS OF INTEREST Molecular biology Immunology Bioinformatics Biochemistry Microbiology Project work 3 months project on the topic 12 ALOX gene polymorphism in ovarian cancer under the guidance of Dr VVTS Prasad at Indo- American Cancer Institute and Research Centre. Contact no:994-***-**** Email id : fgw2g7@r.postjobfree.com Career Objective To seek a challenging career in the field of Biotechnology and to use my knowledge in the best possible and innovative ways for the betterment of the field. Laboratory skills Well practiced in molecular biology and Recombinant DNA practicals. The objectives of the project were: (a) To investigate the role of PTPN gene (if any) in the differential manifestation of leprosy (b) To learn the technique of RFLP-PCR. eAAeA First runner-up for slogan writing in the year -. eAAeA Winner of Quiz competition on environment in the year -. Division: Neuroimmunology Lab &#: Duration: months. Maintaining accuracy in estimation and quantification related to bio-molecules in biochemistry and result interpretation. eAAeA Certificate of merit in all three years during Graduation period. Educational Qualification Qualification Specialization % of marks Institution Board/University Yr of Passing Remarks M Sc Biotechnology 70.5% Loyola Academy Osmania University 2011 Top 15 B Sc Biotechnology 64.7% Kasturba College Osmania University 2009 ISC Science 51.4% Sherwood Public School ICSE 2006 ICSE General 51.3% Sherwood Public School ICSE 2004 Specialization Agricultural biotechnology Technical Skills Molecular biology Quantitative and qualitative analysis of nucleic acid. AWARDS AND ACHIEVEMENT: eAAeA Certificate of excellence (%) in German Language (1st Level) during -. eAAeA First runner-up for poster competition on World AIDS Day, by National AIDS Society in collaboration with Rajasthan State AIDS Control Society in . eAAeA An active member of the Science Association-eAAAGalaxyeAAA in the year -. PERSONAL INFORMATION: Gender: Female Date of birth: st November . NATIONAL SEMINAR IN NANOTECHNOLOGY organized by LOYOLA ACADEMY. Marital status: Unmarried Father'sName: Mr. P.S. Chauhan CONTACT INFORMATION: Present /Permanent address: H. Genomic DNA isolation from bio- molecules such as whole blood, saliva, mouth wash, plant material. Of Biotechnology & Microbiology Mobile No: +(phone hidden) Mody College of Arts, Science, Commerce & Law Lakshmangarh, Sikar Dr. Bindu Dey ITBP, Block CGO Complex, th Floor Lodhi Road New Delhi Mobile No: +(phone hidden) CURRICULUM VITAE Chanpreet Kaur ***-***-****, Vikramপুরi colony, Secunderabad-500003. PROGRAMME: Masters of Science (Biotechnology) EDUCATIONAL QUALIFICATIONS: DEGREE INSTITUTE BOARD/ UNIVERSITY PERCENTAGE YEAR OF PASSING M.Sc (Biotechnology) Mody College of Arts, Science Commerce & Law (Raj.) University of Rajasthan Result awaited B.Sc. (Biology) Sophia Girls College, Ajmer (Raj.) MDS University, Ajmer (Raj.) % H.S.C (Std XII) Mayoor School, Ajmer (Raj.) CBSE .% S.S.C (Std X) Mariampur Sen. No. /, Near Convent School, Alwar Gate, Ajmer (Raj.). E-mail: (email hidden)/(email hidden)/(email hidden) Contact No. Mobile: +(phone hidden) House tele. Bioinformatics Databases, sequence analysis, alignment algorithm. Separation of nucleic acid by agarose gel electrophoresis Gene by PCR Polymorphic analysis by RFLP Techniques Staining,sterilization,immunological,chromatographic,spectroscopic,microscopic,fermentation, qualitative analysis of protein and carbohydrates ,biuret method. KEY SKILLS: Behavioural skills: Patience. Good listening skills. eAAeA National scholarship, th Std. Plasmid DNA isolation. Project Title: Association of Protein Tyrosine Phosphatase Number (PTPN) with leprosy Project Summary: The project deals with the comparative analysis of controls to leprosy affected individuals. Strengths: Optimist, Adaptive and Quick learner. eAAeA Certificate of distinction in all subjects (Botany, Chemistry & Zoology) during graduation eAAeA Winner of collage designing competition during the year - . .

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