

Damian M. Mariano

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Qualified by

- Twenty nine years of proven sales experience
 - Successful background developing and expanding new territories
 - Excellent communication and negotiating skills
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Professional Experience

AstraZeneca

Pharmaceutical Sales Specialist

Williamsport, PA

2002-Present

- Effectively sold AstraZeneca products in CNS, GI and Respiratory therapeutic areas
- Implemented creative strategies to grow market share in territory
- Promoted to Level III in three years (2005)
- Promoted to Specialty Care Representative (2009)_

Brenntag Northeast Inc.

Sales Representative

Reading, PA

1983-2002

- Managed and expanded \$6 million dollars in sales from a base of \$2 million
 - Responsible for the profitable retention and growth of existing clients
 - Industries included adhesives, electronics, powdered metals, food, water treatment, paints and coatings, plating, textiles and leather
 - Products included hydrocarbons, acids, alcohols, ketones, glycol ethers, chelating agents, oxidizers, salts, lubricants, resins, surfactants, chlor and alkali
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Professional Recognition

AstraZeneca

- President’s Circle of Excellence Award (2003)
- Phila. Bus. Ctr. Night of the Stars Award
- Selected as KAR representative to the Nat’l Seroquel CI Team
- 2005 Determination Award
- Seroquel Champion-Hsbg. Dist.
- Ranked #1 in nation-Zomig/Nexium 2003
- Facilitate Bi-Monthly Macro Seroquel Teleconferences

Brenntag Northeast Inc.

- Reading District Salesperson of the Year-Five Times
 - Company Salesperson of the year-Two Times
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Education

Villanova University

1983-BA-Major in biological Science-Minor in Business Administration

Villanova, PA

