

770 Franklin Avenue
Aliquippa, PA 15001

Phone 412.720.6231
Cell 412.720.6231
E-mail hlrllr@comcast.net

Harry Repic

Summary of qualifications

Exceptionally qualified for management positions at numerous levels. A competitive, responsible & self-motivated spirit with an exemplary work ethic, relentless attention to detail, a passion to impact sales & service, possessing unique technical competence with engaging & effective communication skills. A proven organizational & motivational leader with a strong and diverse background in sales management, sales/marketing, operations management, cohesive team development & training and advertising. Major strengths include business expansion, attracting & building relationships, results-oriented business savvy, successful prioritization skills, strategic/tactical planning & networking, staff supervision, creative ability to respond to dynamic business situations, contract development & budgeting, fundraising, recruiting and hiring, and public & media relations.

Education

Pennsylvania State University State College, PA
BS in Science; Engineering-core curriculum with Science emphasis.

St. Louis University St. Louis, MO
Certificate of Proficiency, USAF; Meteorological curriculum w/graduate courses.

Professional experience

2011 to 2012 *Marketing Support Network* Pittsburgh, PA
Senior National Account Manager - 4/11 to present Pittsburgh, PA

- ❖ C-Suite level for B2B marketing development services and contract implementation.
- ❖ Increased Girl Scout campaign accounts by 350% over previous year.
- ❖ Successfully negotiated contact extension with BP Oil Gulf Restoration Project by 1-week deadline.
- ❖ Increased new sales of \$275k during last two quarters of 2011.
- ❖ Directed team for development & prospect targeting with structured approach and generated better leads.

2010 *DaVita Dialysis, Inc.* El Segundo, CA
Regional Account Manager - 5/10 to 8/10 Pittsburgh, PA

- ❖ Negotiations & contract development with C-Suite for hospital dialysis services.
- ❖ Acquired and developed three new hospital accounts worth over \$425,500.
- ❖ Networking with hospital departments and local chronic units for contract execution.
- ❖ Accountable for over 225 hospitals over a 3-state area.

2009 to 2010 *Phadia US Inc.* Portage, MI
Clinical Sales Consultant - 2/09 to 5/10 Pittsburgh, PA

- ❖ Selling diagnostic blood test for allergy related issues; test, reach & frequency goals met - over 150 accounts.
- ❖ Persuaded six accounts to become Top Line advocates within first 6 months.
- ❖ Ranked in Top 25% Regionally in 2010.
- ❖ Instituted working relationship with Quest Lab associates to generate additional customers.

2002 -2009 *Sanofi-Aventis Pharmaceuticals* Bridgewater, NJ
Senior Executive Sales Professional - 1/07 – 1/09 Pittsburgh, PA

- ❖ Insulin product share increase of 21%, goal achievement of 103%; highest new device share regionally, 41%.
- ❖ Insomnia product goal achievement of 110%.
- ❖ Ranked 11th Regionally in 2009; won three regional product contests.
- ❖ Initiated several productive “blitz days” designed to drive share on all products.

District Manager – CV & Primary Care - 1/04 – 12/06

Pittsburgh, PA

- ❖ Increased blood pressure medicine market share three consecutive years by at least 4% in competitive class.
- ❖ Two National Award winners in the District for three consecutive years.
- ❖ Five National Award winners in 2005; district finished in the Top 18% of the country.
- ❖ Initiated Connect-the-Dots program to drive cardio product sales by 17% and Impact Analysis blood pressure med sales to all time high in Pittsburgh market.
- ❖ Award Winner: Ranked Nationally, 7th in the Area, and #1 Regionally with overall portfolio.

District Specialty Manager: 1/02 – 1/04

Pittsburgh, PA

- ❖ Significant designer and agent to Coronary Model Program for hospital system initiative in Buffalo market for cardio med, requiring multi-level networking within company.
- ❖ District ranked in third regionally; top six nationally in overall sales goal attainment, after inheriting one ranked in the lowest three the previous year, while inheriting three representative vacancies.
- ❖ Two reps Nationally ranked in Top Ten for Cardiovascular Specialty; multiple reps prior Regional winners over previous two years.
- ❖ Mentored new manager on Team as requested by RBD, after only one year in the position.
- ❖ Incorporated functional Team concept into Division for more efficient use of time, skills and administrative responsibilities.
- ❖ Successfully managed University of Pittsburgh compensation issues with headquarters, management and representatives; system was enacted with all concerned parties.

1990- 2001

Bristol-Myers Squibb/Mead Johnson Nutritionals

Evansville, IN

District Business Manager: 1/95- 12/01

Pittsburgh, PA

- ❖ Number one in the Region four consecutive years with adult nutritional business, gaining a 30% increase each year in retail sales, even though had the smallest adult market potential.
- ❖ District was a National Award winner in overall sales goal attainment for 2001.
- ❖ Region leader in antibiotic goal attainment at 104%, ranking seventh nationally.
- ❖ Guided district to highest pediatric share ever in 1998, a 60% share market leader, surpassing the competition by over 20% points.
- ❖ Direct company sales strategies, execute \$1 million budget, plan/coordinate quarterly sales meetings; developed Team concept within Northeast Region. Great understanding of industry/market trends - pharmaceutical, nutritional, and over-the-counter products.
- ❖ Northeast Regional Award winner first year as manager, 110% sales goal attainment overall in company directed programs.
- ❖ Captured largest Regional account in 1999, gaining over \$260,000/year in new adult nutritional business, while eliminating the primary competition. Led region in hospital sales with 150% goal attainment.

Senior Sales Representative: 2/90-12/94

Cleveland, OH

- ❖ Top Five District Performer for three consecutive years. Responsible for physician and hospital sales of extensive adult and infant product line over a six county territory, to include pharmaceutical products.
- ❖ Aggressively increased sales yearly; maintained key accounts in very competitive market; managed territorial budget; trained new representatives; very strong customer rapport.
- ❖ Selected for newly created Business Team Leader position after only three years experience.
- ❖ Instrumental for District achieving top sales awards for three consecutive years. A Top 10 sales performer within the Midwest Region twice.

1984-1990

United States Air Force - Officer

Cleveland, OH

Director of Operations, USAF Recruiting: 1/88-2/90

- ❖ Responsible for formulating and implementing recruiting plans; monitored production and goal attainment; managed officer procurement processing; directly supervised staff of 25.
- ❖ Flow and trend production analysis; periodic staff evaluations; ensured compliance with enlistment procedures, internal inspections, and management reporting.
- ❖ Awarded Top Honors for Best Operations Department and for Top Director in Midwest Region in 1989.
- ❖ Accomplished 110.5% of goal for active enlistment reservations, first time in six years.
- ❖ Exceeded applicant-testing goals for two consecutive years; achieved 100% officer procurement goal for first time in eight years.

Director of Advertising, USAF Recruiting: 8/86-12/88

Cleveland, OH

- ❖ Accountable for developing and implementing \$165K advertising plan, executing marketing and promotional programs; supervisory responsibility; market evaluation and analysis.
- ❖ Achieved Top Public Service Program Award for recruiting in the Midwest Region and nationally in 1987.
- ❖ Awarded Best Advertising Department in Midwest Region in 1988.

Weather Team Leader, USAF Support Unit: 7/84-8/86

Ft. Campbell, KY

- ❖ Responsible for direct weather support for interdepartmental mission, supervising mobility and readiness, managing \$800K inventory; supervising a staff of eight.
- ❖ Received first ever "Outstanding" unit rating during Higher Headquarters inspection in 1986.
- ❖ Secured 100% of equipment assets, a 22% improvement over prior leadership.

1980-1983

Nuclide Corporation

State College, PA

Production Engineer: Mass spectrometers

1981-1983

Kissinger, Leonard, & Associates

State College, PA

Resident Manager - 40 unit Apartment Building

Additional professional activities

Numerous career related seminars and professional programs; Certified for Windows, Microsoft applications – capable with PCP and Macintosh systems.

Trained counselor/ speaker with private financial organization.

Community activities

- ❖ Church board member 1985-2005; Secretary 1987-1995, Assistant Treasurer 1997, Treasurer 1998-2000, Elder 1999- 2005, Instructor 1987-2012.
- ❖ Director of Donor Relations for local non-profit; fundraising, planning and execution of budget income needs, since 2010.
- ❖ Married with two grown children. Leisure moments include golf, reading, exercise, bike riding, family time and community volunteering.
- ❖ Coached for various school and community youth sports; assisted often with high school activities.
- ❖ Volunteer for numerous community service projects.
- ❖ Private School Board Member: 2004 - 2006.

References

Professional references and salary history available upon request.