

Emily C. Vozar

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PROFESSIONAL PROFILE

Communications professional with experience in driving sales performance and improving customer satisfaction. A self-motivated and passionate individual who accepts challenges, has transferable selling skills, and proven sales results. Experience selling and promoting products in the fields of neuroscience, rare disease, and antipsychotics.

Team Player

Passionate

Organizational Skills

Willingness to Learn

Strong Communication Skills

Detailed-Oriented

EDUCATION

Kent State University

Bachelor of Arts - Communication Studies

Minor(s) - Human Resource Management and Management

Kent, OH

GPA: 3.5, Cum Laude

Graduated May 2019

Buckeye High School

High School Diploma

Medina, OH

Graduated May 2015

PROFESSIONAL EXPERIENCE

Neuroscience Sales Specialist

Almatica Pharma LLC

Akron, OH

2021-2022

1. Educated, promoted, and detailed psychiatrists, PCPs, and healthcare staff on disease states and product(s) portfolio in the fields of neuroscience, pain, and antipsychotics.
2. Organized and scheduled three-product presentations with community health centers, hospitals, in-patient facilities and private practices.
3. Monitored and analyzed territory data on a daily basis, while building relationships with HCPs, staff, and Regional Manager.
4. Experience with two product launches in the Akron, OH territory.

Neuroscience Specialty Sales Representative

Vanda Pharmaceuticals Inc.

Cleveland, OH

2019-2021

1. Educated, promoted, and detailed psychiatrists and staff on disease states and products portfolio in the fields of neuroscience, rare disease, and antipsychotics.
2. Monitored and analyzed territory data on a daily basis, while building relationships with psychiatrists and staff.
3. Handled product sampling daily and inventory monthly.
4. 2021 Q1 performance finished 1st in District, 11th in Region, and 26th in the Nation at 103.85% to goal.
5. Performance: Q1 2020 112.54%, Q2 2020 95.94%, Q3 2020 85.14%, and Q4 2020 97.49%.
6. 2021 Q1 and Q2 GRIT Champion for Perseverance and Passion Contest in East Region.
7. 2021 VCEP Champion nominated by District Manager. Assisted in roll out of new selling model/process.
8. 2021 Q2 "Get Back" Contest Winner for the most new and returned writers.

Communications Assistant
WODABOUT LLC

Medina, OH
2019

1. Organized new leads by cold calling fitness facilities and following-up with emails and phone calls.
2. Created and posted content on social media platforms; Facebook, Instagram, and Twitter.
3. Developed and managed a team of 23 Brand Ambassadors across the Nation.
4. Designed and created promotional marketing materials.

Sales and Marketing Intern
Allstate Insurance: The Medcalf Monroe Agency

Twinsburg, OH
2018-2019

1. Created and scheduled monthly newsletter to clients regarding Allstate Benefits.
2. Organized and prospects for new leads by cold calling.
3. Assisted Business Development Manager with Agency's Retirement Seminar Events.
4. Collaborated with co-workers to develop Cedar Point Facebook advertisement. Our teamwork resulted in receiving 8 submissions from Facebook users in one week.

Assistant Manager
J&K Subway

Kent, OH
2017-2019

1. Increased customer satisfaction rates by working diligently and providing effective customer service.
2. Assisted in the training and development of 6 new hires.
3. Assisted upper management by opening and closing the store and covering co-workers shifts.
4. Conducted monthly inventory of products and supplies.

Shift Leader
Subway

Brunswick Hills, OH
2013-2017

1. Increased customer satisfaction rates by working efficiently and displaying effective customer service.
2. Increased employee relations by encouraging communication and positivity within the workplace.
3. Assisted in the training and development of 8 new hires.

HONORS AND AWARDS

Kent State University
Dean's List

Kent, OH

EXTRACURRICULAR ACTIVITIES

Adaptive Training Academy
Adaptive & Inclusive Trainer

2022

Phi Sigma Pi National Honors Fraternity, Beta Beta Chapter

Kent, OH
2016-2019

Social Chair Spring 2017
Initiate Advisor Fall 2018