

Mgr. Roman Drška

Medical Sales
Representative

Contact

Address

Ostrov Pri Piešťanoch, 92201
Slovensko

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Skills

Product promotions

Advanced

Territory growth

Upper intermediate

Office 365, Veeva, CRMs,
IQVIA software proficiency

Intermediate

Interpersonal

Communication

Upper intermediate

Psychiatry, Neurology, Pain
specialists, Diabetology,
Osteology, Gynecology,
General practitioners
accounts development

Advanced

Accomplished Sales Representative with solid sales history and in-depth Pharma experience. Diligent and professional with expertise in conducting market analysis and recognizing trends within territories.

Work History

2024-02

Theramex, Bratislava

- maternity leave coverage

- Alpha D3 (Osteology, Rheumatology, Endocrinology, Orthopedics)
- Gynecology-Oral contraception (Zoely, Seasonique, Softfine, Softinelle) and HRT (Duphaston, Femoston)

2024-01 -
2018-05

Sanofi - Swixx Biopharma (merger), Bratislava

GenMed Division (Clexane, Novalgin, Stilnox,

Depakine, Tiapridal, Tritace)

DIA Division (Toujeo, Suliqa)

- Monitored weekly sales to write reports for senior leadership and streamline operational processes. Worked closely with commercial operational departments to schedule targeted promotional campaigns.
- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary providers (GPs)

2015-05 -
2018-01

Actavis-Allergan-Teva (merger), Bratislava

CNS, Pain division (Escitalopram, Sertraline,
Memantine, Levetiracetam, Lamotrigine, Topiramate,
pregabalin, Gabapentine, Celecoxib, Fentanyl,

Botox - NEU indication)

- Exceeded established sales goals and increased client retention.
- Used consultative sales approach to understand and meet customer needs.
- Branded products through effective salesmanship and maintained long-term relationships with clients.

Languages

Czech

Upper intermediate

English

Upper intermediate

French

Beginner

2013-06 -
2015-04

Krka, Bratislava

CNS, URO, Pain division (Escitalopram, Venlafaxine, Memantine, Donepezil, Galantamine, Solifenacin, Tamsulosin, Finasterid, Nalgines Forte, Celecoxib, Tramadol-Paracetamol)

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches.
- Recognized trends within territory and industry.

2010-09 -
2013-05

Scientific Assistant

Plant Research Centre, Piešťany

- Maintained valuable and sensitive laboratory equipment and technology, cleaning and preparing for future use.
- Learned new skills and applied to daily tasks to improve efficiency and productivity.

Education

2005-09 -
2010-06

Master Of Science: Plant Physiology, Plant Pathology

Comenius University, Faculty of Natural Sciences - Bratislava

- Received benefit scholarships
- Graduated with honor

1997-09 -
2005-06

High School Graduate

Gymnasium - Myjava

Interests

Cycling, IT, My sons Roman & Daniel