
Clinical Nurse Consultant Resume

Job Objective

To obtain a Clinical Nurse Consultant position in a company that provides an open environment with many opportunities for continuous growth.

Work Experience:

Clinical Nurse Consultant, August 2005 – Present
Celgene Corporation, Derby, CT

- Identified and accessed key customers and promoted products to meet and exceed sales and profit objectives.
- Developed and implemented business plan to drive sales and met customer needs.
- Delivered presentations to nursing groups, societies and other pertinent venues.
- Worked closely with marketing to identify nursing specific tools to leverage with customers.
- Identified and communicated field issues, opportunities and competitive activities through appropriate organizational venues.
- Attended and participated in sales meetings, training classes, conventions and other business activities.

Clinical Nurse Consultant, May 2000 – July 2005
Medical Pro Solutions, Inc., Derby, CT

- Assisted Territory Managers in identifying key clinical influencers and potential high volume accounts.
 - Provided in-servicing and training for evaluations to new and existing customers.
 - Maintained high level of clinical and reimbursement knowledge of patient handling product features and benefits and competitive modalities.
 - Collaborated with both Research and Marketing in the development of case studies for submission of presentations at national conventions and professional events.
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Summary of Qualifications:

- Extensive experience in delivering healthcare services and solutions in a hospital, healthcare IT vendor environment
 - Familiarity with healthcare management consulting and clinical applications
 - In-depth knowledge of clinical information systems and vendor market
 - Ability to work with a variety of disciplines, physicians, nurses, and other clinical services
 - Superior verbal and written communications skills
 - Excellent interpersonal and negotiation skills
 - Solid analytical and critical thinking skills
 - Strong team and collaborative skills
 - Ability to work in a fast paced, team based, corporate environment
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Education:

Bachelor Science in Nursing, Graceland University, Iowa, IA

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