

**M Scott Dreher**  
12239 Adams Street  
Denver, CO 80241  
303-921-4224

[scottandsunnie@comcast.net](mailto:scottandsunnie@comcast.net)

**PROFESSIONAL EXPERIENCE**

**6/2005-  
Present**

**Solvay**

**Neuroscience Specialist, Denver, CO**

- 109% to goal July report card; 99% to goal 2nd quarter 2007
- Currently 1 out of 9 in district, 3 out of 58 in region and 36 out of 118 combined national rank
- EE average on combined ride-along to date 2007
- 2007 District Sales Trainer Elect
- "Close the Quarter" District Contest Winner 1<sup>st</sup> quarter 2006
- Finished 2nd out of 9 in Southern California District; 25 out of 120 combined national rank 2005
- Graduated first in training class, BASIC 1 w/ 3.52; 3<sup>rd</sup> out of 20 in BASIC 2 w/ 3.59; 1<sup>st</sup> out of 16 in Advanced w/ Exceeds Expectations

**10/2002-  
6/2005**

**TAP Pharmaceuticals**

**Professional Sales Representative, Denver, CO**

- Over 100% to goal overall Prevacid Rx volume; 1-04 to 6-05
- Over 26% market share with target gastroenterologists; 6-04 to 6-05
- #1 in District for new Rx with launch of new Prevacid Solutab: 7-04 to 6-05
- Caremark New Rx FastTrac Contest Winner 9 out of 12 weeks: 3-05 to 6-05
- 2003 Regional Market Share Award winner: 1 of 78
- Instrumental in Prevacid gaining exclusive status on 3 major territory hospital formularies
- 2003 Increased #1 gastroenterologist target from 13% to over 29% Prevacid market share
- 2004 "Dash for Cash" winner, #1 out of 20 in district
- 2004 District Trainer
- 2005 Certified Field Expert

**7/2001-  
10/2002**

**Andrx Laboratories, Inc**

**Territory Sales Consultant, Denver, CO**

- Finished #2 out of 13 in total prescriptions for district
- Finished #44 out of 580 in representative stack rankings
- Increased Denver West Territory from 0 to over 800 total Rx per month
- Qualified for December blitz bonus; 1 of 2 in district
- 1<sup>st</sup> quarter Entex LA challenge award recipient; 1 of 15

**5/1996-  
2/2001**

**Merrill Lynch**

**Financial Consultant, Denver, CO**

- Gathered and managed in excess of \$80 million in client assets
- Consistently improved personal production revenues by 100% annually and achieved all incentive bonus goals
- Golden Nugget Award recipient: 1 of 6 in Western Region, 2000
- *Cristal* champagne recipient from Merrill Lynch EVP for \$250,000 *E-Trade* account transfer
- \$500,000 Variable Annuity Lake Tahoe Trip Winner, 2001#2 in Rocky Mountain District with 52 completed financial plans, 2000
- "Young Guns" Phoenix Trip Winner, 1999

6/1994-  
5/1996

**La-Z-Boy Furniture  
Service Manager, Fort Collins, CO**

- Achieved steady merit based pay and benefit increases for store w/ annual sales of \$2,000,000

8/1990-  
8/1993

**Mountain States Data & Communication  
Telephone & Data Installation, Denver, CO**

- Achieved steady merit based pay and benefit increases based on company-defined criteria

**EDUCATION**

- BS Biological Science Colorado State University 1990
- 3.5 GPA
- Golden Key Honor Society
- Phi Beta Kappa Honor Society
- Community Service Chairman, Phi Gamma Delta Fraternity
- 8/93-6/94 University of Denver College of Law Denver, CO

**HIGHLIGHTS**

- Proven ability to maintain and increase business revenues.
- Record of successfully developing business plans including market strategies and management approaches.
- Exceptional success integrating partnerships with physicians and utilizing sales presentations, resulting in greatly increased productivity and profitability.
- Noted for dynamic presentational capabilities and persuasive sales tactics.
- Computer savvy and proficient in Microsoft Word, Excel and PowerPoint, ACT, Goldmine and the Internet.

**SALES TRAINING SUMMARY**

*Solvay Basic Training I, II and Advanced*

*2 Month Prerequisite Training for Neuroscience Specialty Sales Representative Designation*

*Course Study of Physiology/Anatomy of Central Nervous System*

*Course Study of Effxor XR and Klonopin Wafer Compounds*

*5 Weeks at Corporate Campus*

*Advanced Probing, Closing; Versatile Sales Representative*

*TAP Pharmaceuticals I.S.T.*

*2 Month Prerequisite Training for Professional Sales Representative Designation*

*Course Study of Physiology of GI Disease*

*Course Study of Prevacid Compound*

*3 Weeks at Corporate Campus*

*TAP Pharmaceuticals A.C.T.*

*1 Week Advanced Clinical Training*

*Advanced Clinical Selling/Research Based Criteria*

*Physician Character/Personality Typing*

*Pinsonault Associates Distance Learning Curriculum*

*Specialty Pharmaceuticals*

*Hospital Selling*

*Overcoming Prescribing Obstacles*

*Business Acumen Courseware*

*Merrill Lynch Professional Development Program*

*2 Year Prerequisite Training for Financial Consultant Designation*

*Weekly Activity Recording*

*Weekly Production Thresholds*

*Weekly Asset Gathering Requirements*

*S.M.A.R.T. Marketing Concept Study*

## **SALES LITERATURE SUMMARY**

*Stop Telling, Start Selling* Linda Richardson

*PartnerSell "Creating Lucrative and Lasting Client Relationships"* J. Conrad Levinson

*The Ultimate Guide for Pharmaceutical Reps* Andy Farah, MD

*B2B Means "Back to Basics"* Dr. Bill McQuain

*Sustaining Knock Your Socks Off Service* Thomas K Connellan