



Elena Klein

Sales Representative

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SUMMARY

Ambitious recent graduate in business development with deep interest in the pharmaceutical sector. Proven ability to convey complex scientific data clearly and engage stakeholders, gained through academic projects focused on sales strategies for behavioral health products. Driven by strong organizational skills while independently achieving sales objectives. Eager to support healthcare providers and enhance patient care in a dynamic environment, leveraging valuable communication and market analysis expertise.

EDUCATION

Bachelor of Science in Business Administration

University of Pittsburgh 🎓 GPA: 3.8 📅 2026 📍 Pittsburgh, PA

Coursework: *Marketing Strategy, Sales Management, Pharmaceutical Ethics, Consumer Behavior*

TECHNICAL SKILLS

- **Sales Tools:** Salesforce, HubSpot, Microsoft Dynamics
- **Statistical Analysis Software:** SPSS, R, Excel
- **Communication Platforms:** Email, Zoom, Microsoft Teams
- **Project Management Software:** Asana, Trello, Monday.com
- **Presentation Tools:** PowerPoint, Prezi, Keynote
- **Market Research Tools:** Qualtrics, SurveyMonkey, Google Forms
- **Digital Marketing Platforms:** Google Ads, Facebook Ads, LinkedIn Ads
- **Medical Knowledge:** Pharmaceutical Regulations, Treatment Protocols, Clinical Guidelines
- **Reporting Tools:** Tableau, Google Analytics, Looker
- **Office Applications:** Microsoft Word, Excel, PowerPoint

EXPERIENCE

Pharmaceutical Sales Simulation

University Project 📅 January 2026 – May 2026 📍 Pittsburgh, PA

Focused on developing practical sales strategies for pharmaceutical products within a simulated learning environment. Directed detailed project activities emphasizing behavioral health products. Fostered collaboration among peers to refine approaches to real-world challenges.

- Crafted comprehensive sales strategies prioritizing engagement with healthcare providers.
- Designed effective presentations showcasing product benefits aligned with market needs.
- Collaborated with team members to analyze competitors, enhancing strategic differentiation.
- Researched psychiatric disease states, boosting product knowledge for compelling dialogue.
- Led role-playing scenarios enhancing persuasive tactics and negotiation skills.
- Secured positive peer and faculty feedback for effective audience engagement during presentations.

Behavioral Health Analysis

Academic Research 📅 September 2025 – December 2025 📍 Pittsburgh, PA

Conducted extensive research into pharmaceutical interventions impacting behavioral health outcomes. This work centered around clinical studies aiming to raise awareness about efficacy and practices in product development.

- Executed thorough research examining the role of pharmaceutical treatments in behavioral health.
- Synthesize findings from various clinical studies supporting product claims beneficially.
- Presented authored paper at university symposium highlighting innovative insights.
- Developed impactful poster presentations effectively showcasing research results.

STRENGTHS

- 🗣 **Communication Skills**
Mastered conveying complex information succinctly, fostering understanding with diverse audiences.
- 🔍 **Research Abilities**
Strong analytical skills led to insightful findings published at academic forums, influencing peers.
- 👥 **Team Collaboration**
Successfully worked with varied teams, leading group discussions that paved the way for innovative solutions.
- 🔄 **Adaptability**
Demonstrated flexibility in rapidly adjusting strategies based on changing academic scenarios and demands.
- 📢 **Presentation Skills**
Delivered numerous impactful presentations, consistently engaging audiences while informing and educating them.

SKILLS

Strong communication

Sales strategy development

Market research

Statistical analysis Teamwork

Microsoft Office proficiency

LANGUAGES

English Native

MY CAREER



- Pharmaceutical Sales Simulation at University Project (4 Months)
- Behavioral Health Analysis at Academic Research (3 Months)
- Pharmaceutical Marketing Strategy at Capstone Project (4 Months)

- Utilized statistical applications to validate data, aiding robust research conclusions.
- Tapped into mentoring from faculty to sharpen methodologies leading to richer analyses.

Pharmaceutical Marketing Strategy

Capstone Project 📅 January 2026 – May 2026 📍 Pittsburgh, PA

Focus was placed on creating a streamlined marketing plan for a new pharmaceutical product directed toward healthcare professionals. Collaboration with colleagues refined planning skills vital for completing successful execution.

- Engineered strategic marketing plans tailored for fresh pharmaceutical product launches.
- Summarized created promotional materials enriching outreach capabilities significantly.
- Analyzed market demographics for determining effective channels and targeting priorities.
- Delivered strategy presentations to faculty and industry vets, receiving valuable input.
- Worked collaboratively to embody real-life challenges characterizing pharmaceutical marketing.
- Enhanced strategic thinking, translating research into actionable marketing initiatives succeeding.

LEADERSHIP & AWARDS

- Dean's List, University of Pittsburgh, 2025
- Best Presentation Award, University Symposium, 2026

CERTIFICATIONS

- PSC Certification 📅 2026
- CNPR Certification 📅 2026

PROFESSIONAL AFFILIATIONS

- Member, Pharmaceutical Business Association, University of Pittsburgh
- Volunteer, Local Health Clinic, 2025-Present

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST