



Meredith R. McCoyd

Experience

1998 – June 15, 2007 Abbott Laboratories Atlanta, GA

Specialty Account Manager, Long Term Care Neuroscience, SAE/LTC – Territory Manager – Responsible for building and maintaining relationships with key accounts across various market channels (**long term care, nursing homes, assisted living, community mental health, hospital**) as well as, penetration of new accounts, increasing market share, and utilizing available information to ensure territory goals are exceeded. Responsibilities include selling benefits of Depakote products to non-retail prescribers using sales and account manager skills to maximize opportunities for within the territory. Develop and maintain relationships across the various market channels to achieve sales and market share goals for **Depakote** products.

- 2006 SAE LTC Regional Field Trainer
- 2006 SAE LTC promotion to Territory Manager
- 2005 Specialty Account Executive LTC – Sr. Sales Representative
- 2004 SAE LTC RFT – Selected to train representatives for newly created division.
- 2001 Regional Implementation of “LTC Account Wheel” method of account management
- 2001 RM/DM Meeting – Development / Presentation of “Long Term Care Account Wheel” method of account management via multi-disciplinary approach.
- 2000/2004 LTC Guest Trainer
- 2000 CMR Certified Medical Representative program completed
- 2000 LTC District Mentor
- 1998-2005 Assisted in development of national speakers LTC
- 1998 Charter Member **Long Term Care Division**.

Honors/Awards

- 2006 Health Strategies Group – **Long Term Care Industry Trends Report** “Best Sales Representative” (Nominated by Long-Term Care Prescribers)
- 2006 Abbott PPD Values Award for “Achievement” Customer-Focused Outcomes and World-Class Execution
- 2004 STAR Team -Selected by Senior Management to recommend field sales strategies for SAE division.
- 2005 MVP–voted by members of the district for overall leadership, sales effectiveness, and team attitude
- 2002 Champion Award – Development/Implementation/Training “LTC Account Wheel”
- 1999 – 2004 top 10% sales
- 2001 All Star Award
- 2001 E-Sprit Award – creating “Metro Atlanta Long-Term Care Consortium”
- 1999 All Star

1995 - 1998 Rhone Poulenc Rorer Atlanta, GA

Senior Sales Rep- Advanced Therapeutics CNS- Responsible for launching new "Orphan Drug" indicated for ALS. Successfully covered four state territory, educating Neurologist, Caregivers, and Advocacy groups about first medication to delay progression of Lou Gehrig's Disease

- 1996 Rep of the Year – CNS Central Area-
- GA ALSA (Amyotrophic Lateral Sclerosis Association) "Angel Award"

Senior Sales rep - Advanced Therapeutics / Oncology Division – Responsible for obtaining Hospital formulary status/GPO contracts for Lovenox (Low Molecular Weight Heparin). Educated hospital nursing staff regarding injection strategies, patient education and reimbursement.

1991 -1995 Apria Health Care Atlanta, GA

- Sales/Marketing of Durable Medical Equipment/Respiratory Care/Home Nursing/IV
- Hospital/HMO contracts

Education 1987-1991 Georgia State University Atlanta, GA

B.A., Political Science. 3.5 GPA major,
Certified Medical Representative