
AUDREY MCLEAN-BRANGMAN

Status: Spouse of a Bermudian ♦ (441) 534-4428 ♦ au_dry68@yahoo.com

PROFESSIONAL SUMMARY

Experienced professional who has worked in the pharmaceutical industry and a Registered Nurse, seeking the role of *Healthcare Underwriter*. Solid, transferable skillset of data analysis by effective use of historical and current year sales' data to strategize and exceed quarterly sales targets by up to 20%; assessed risks of 2 or 3 new vendor accounts per month for maximum credit limit determination; daily, prompt, and accurate decision-making for achieving quarterly budgets and number of client call targets; negotiated critical contracts between the organization and hospitals for pricing, terms, and conditions.

SKILLS

- Effective data-driven decision-making
- Risk assessment, quantification, and management of vendor accounts
- Strategize to create significant impact on sales targets
- Effective negotiating of contracts
- Strong client and team collaborations

EDUCATION

Associates in General Insurance (AINS)

The Institutes – USA

MBA Healthcare Management

University of Southern Indiana - Indiana, USA

Bachelor of Science Chemistry and Management

University of The West Indies - St. Andrew, Jamaica

Diploma in General Nursing

University Hospital School of Nursing - St. Andrew, Jamaica

WORK EXPERIENCE

Customer (Sales) Manager/Senior Pharmaceutical Representative, 03/2008 to 11/2022

MSD – Hamilton, Bermuda

- Scrutinized past sales data for the forecasting and sales target setting for upcoming quarters and plans for the next calendar year to grow product portfolio by 10% to 20% year over year.
- Negotiated pertinent contract agreement between the organization and hospital's pharmacy in 2022 resulting in a 50% increase in hospital sales contributing to the overall sales of 111%.
- Managed a 9-member team in the Central America and the Caribbean in the absence of the regional manager twice per year to offer sales and administrative support.

Senior Pharmaceutical Sales Representative, 08/2001 to 08/2006

Novartis Pharmaceuticals – Kingston, Jamaica

- Grew business sales by 20%, 6 months into the position through effective cross-selling, exceptional customer service and calling on physicians year over year.
- Developed new business and increased client retention by more than 90%, by networking with prospects and valuable customers at product meetings and symposiums.
- Executed two health fairs per year for public education on diseases relevant to promoted products.

Registered Nurse, NICU, 10/2006 to 02/2008

King Edward Memorial Hospital – Paget, Bermuda

- Implemented patient care to 4 - 6 assigned premature and other ill newborn patients in the NICU on the ventilator.
- Collaborated with physicians to discuss diagnoses and devise well-coordinated treatment approaches for each patient.
- Trained six student nurses weekly in proper techniques, care standards, operational procedures and safety protocols.

Registered Nurse, Neonatal Intensive Care, 06/1993 to 06/2000

University Hospital of The West Indies – St. Andrew, Jamaica

- Assessed using APGAR scoring, evaluated and cared for sick neonatal patients.
- Audited patient charts and reviewed clinical documents to verify accuracy.

ACCOMPLISHMENTS

Achieved three regional sales awards as Pharmaceutical Sales Representative of Year 2021, 2020, and 2014 for outstanding sales performance, experimentation and efficiency.