

CORBIE YEE

LEADER — SALES — TECH

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 EAST SYRACUSE, NY



PROFILE:



I am a utilized collaborative resource, while constantly being challenged to develop. My passion lies in Sales Force Effectiveness & Operations, having expertise in being the end user, a Certified Google Data Analyst, Certified Salesforce Administrator & soon to be J&J Leadership Development Graduate (Class of 2021)

CURRENT ROLE:

Senior Territory Account Manager

EDUCATION:

Bowling Green State University
 Bachelors in Education
 4 Year Varsity Soccer

CORBIE'S 2021 STRETCH FOR SUCCESS ROLES:

- » SFE Core Team
Subject Matter Expert
- » Sales Training
Pitcher Training

TECH SKILLS:

- » Salesforce.com
- » SQL
- » Tableau
- » Microsoft Office Tools
- » Google Sheets
- » ISO & PC Interface
- » Adobe Photoshop
- » E-Commerce
- » iMovie/Adobe Animate

EXPERTISE:

- » Sales Execution
- » Coaching/Leadership
- » Data Analysis
- » Resource Design
- » Excel Dashboards
- » Business Acumen
- » Leveraging Resources
- » Strategic Thinking
- » Sales User Experience

EXPERIENCE:

Senior Territory Account Manager 2015-Present



- Promote the benefits of the ACUVUE Brand of Contact Lenses to prescribers by way of clinical data, business consultations, and patient satisfaction. Strategize a business plan, focusing on my areas of opportunity and investing in my long-term ROI
- Sales Leader in data driven strategy & execution. Expert in JJV proprietary sales data platform (myVela)

Pharmaceutical Sales 2014-2015

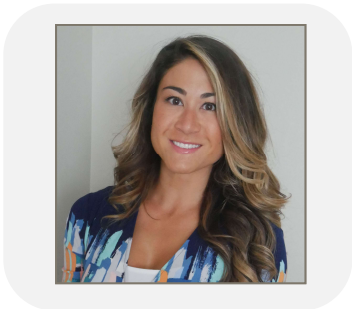


- Called on Primary Care offices to clinically sell to prescribers the value of my branded medications while being a resource and problem solver to the staff (ex: gaining new products into offices EMR systems). Products in: MDD disease state, Bipolar disease state, Schizophrenia disease state, Dementia of the Alzheimer's type, Hypertensive disease state and COPD

Specialty GI Sales 2013-2014





- Had a targeted call panel of Gastroenterologists and mid-levels who prescribed medication for the treatment of Ulcerative Colitis, where I sold on the superiority of my products in comparison to the very competitive alternatives



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EXPERIENCE CONTINUED:

| | |
|---|-----------|
| Media Sales & Marketing | 2012-2013 |
|  <ul style="list-style-type: none"> Utilized Nielsen Data to effectively sell Marketing Concepts and/or Commercial Time Slots to Business Owners on local Broadcast TV. Became an expert in New Business Prospecting & Sales Closing | |
| Fitness Studio Business Owner | 2010-2012 |
|  <ul style="list-style-type: none"> Started my own fitness studio at the age of 23. After seeing a huge need for fitness classes in Chittenango, NY, I decided to build a business plan and rent out a 1500 sq ft storefront. Handled all Customer Management including registration, payments & marketing campaigns. Designed digital aspects such as website & graphics. Taught 15 fitness classes per week | |

JJV AWARDS:

| | |
|------|---|
| 2021 | <ul style="list-style-type: none"> » Q1 Rank: 21 out of 240 » Q1 Regional Honorable Mention |
| 2020 | <ul style="list-style-type: none"> » Built the Nat'l VisionSource Exchange Tracker & Payment Analysis » Q3: Won Rep of the Quarter » Q2 Rank: 14 out of 240 » Entrance into J&J's Management Leadership Development Program |
| 2019 | <ul style="list-style-type: none"> » 2019 National Video Role Play Contest Winner » District MVP |
| 2018 | <ul style="list-style-type: none"> » 2018 ranked 26 out of 240 representatives |
| 2017 | <ul style="list-style-type: none"> » 2017 Promotion to Senior TAM |
| 2016 | <ul style="list-style-type: none"> » 2016 Elite MVP for Elite East Rising Star Call » 2016 Starting Rank: 208 & End Rank: 37 |

PROTECTED PORTFOLIO & PROJECTS: [CLICK HERE!](#)