**Corine Toomer, Ph.D., M.S.**

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Experienced sales professional and trained social researcher seeks opportunity in health advocacy. Respected in strategically developing, planning, promoting, executing and critically assessing impactful programming for health care professionals. Possesses the ability to balance policy insights with positions of physicians, patients, and payers. Acquired more than 12 years of collaboration with academic centers, military, and community hospitals in the D.C. metro area as well as key opinion leaders throughout the United States within the area of cancer research. Has consistently ranked as top sales representative at district regional and national levels throughout career.

**Professional Experience**

**Sanofi Oncology,** Washington, D.C. Metro and Northern Virginia territories 2000 – 2011

**Oncology Therapeutic Specialist**

**Senior Oncology Sales Specialist**

**Selected Accomplishments:**

* 2011 ranked # 1 in sales attainment in Southeast Region
* 2010 achieved 100% of quota attainment in Northern Virginia and Washington, DC
* 2000-2009 achieved 100% or greater of quota attainment in Washington, DC territories
* 2007 and 2009 guest trainer and mentor in breast, lung, and prostate cancers
* 2009 offered an internship in Oncology Customer Marketing at Sanofi’s home office
* Consistently achieved top 10-25% of sales results
* **Sanofi Career Highlights**
* Successfully secured funding for important community initiatives in the D.C. metro area from corporate office
* Successfully organized and facilitated meetings at American Society of Clinical Oncology meetings
* Successfully conducted and facilitated focus groups and panel discussions with health care professionals to gain insights into health behaviors and treatment decisions
* Successfully developed strong relationships with the Key Opinion Leaders by acquiring a keen understanding of the unique patient population that they serve in the D.C. metro area
* Built and leveraged relationships with a significant number of academic centers including a current NCI Designated Cancer Center, Georgetown/Lombardi Cancer Center, and aspiring centers such as George Washington/ MFA Cancer Center, National Naval Medical Center, Veterans Administration, Holy Cross, and Howard University Hospitals.
* Successfully promoted products and educated medical professionals, including: attending physicians, fellows, medical residents, and students regarding the indications, approval study patient populations, and side effect profiles of Sanofi oncology products. Oncology products have included: chemotherapy and supportive care agents. All FDA approved indications have been appropriately promoted.
* Organized and coordinated multidisciplinary educational forums with in lung, breast and prostate cancers
* Participated and helped to organize and garner support for awareness campaigns for breast, lung, gastric, head and neck, and prostate cancers.
* Successfully worked with reimbursement and account managers to navigate insurance challenges to ensure formulary acceptance and availability of products to appropriate patients.
* Successfully presented contracts to community and non-program member accounts and worked closely with Regional Account Management to ensure compliance.

**Hoerst Marion Roussel/Aventis,** Tampa, FL 1997 – 1999

**Senior Sales Representative** promoted to **Senior Rheumatology and Oncology Sales Specialist**

* Achieved over 100% sales achievement in competitive product market

**Eli Lilly and Company,** Pittsburgh, PA 1995 – 1997

**Sales Associate**

* Within a 9 months grew from #10 in district to #2 by taking market share from competitors

**Glaxo Corporate Hospital**, Western MA and Cherry Hill, NJ 1989 – 1997

**Corporate Hospital Representative**

* Achieved formulary status by stocking and implementing standing orders within 3 months for all products
* Launched anti-emetic, migraine, respiratory, and cardiovascular products

**Education**

**University of Maryland Baltimore County,** Catonsville, MD., May2012  
Ph. D., Language Literacy and Culture  
Research area: Breast cancer, health behaviors, and disparities  
  
**University of Bridgeport,** Bridgeport, CT., December 1994  
M.S., Biology  
  
**University of Pennsylvania,** Philadelphia, PA., 1982  
B.A., Anthropology