

Gina D'Este

Gina D'Este - Successful Pharmaceutical Sales Manager

An experienced management professional in the pharmaceutical industry, Gina D'Este most recently served as an institutional account manager with Theravance Biopharma in Los Angeles. She successfully grew the company through the completion of three new contracts, all of which came to fruition within a 90-day time frame. Gina D'Este also secured the conversion of five hospital contracts and developed formulary contracts with key decision makers across target institutions.

Gina D'Este came to her role with Theravance following a successful four-year tenure with Zymogenetics, where she served as sales manager for surgical critical care. Having accepted leadership of a failing territory, she drove its position from last place to 17th within the company. She secured its ranking as top in the region for volume growth in 2012 and drove \$2.5 million in sales the following year.

Also a former hospital and specialty sales professional with Schering-Plough, Gina D'Este draws on formal higher education in speech communication and business marketing. She balances her professional life with a number of active hobbies, including hiking and surfing.

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EXPERIENCE

Theravance Biopharma

SEP 1, 2014 NOV 1, 2015

Institutional Account Manager

Zymogenetics

FEB 1, 2010 APR 1, 2014

Surgical Critical Care Sales Manager

Schering-Plough

NOV 1, 2004 JAN 1, 2010

Hospital/Specialty Sales

EDUCATION

CALIFORNIA STATE UNIVERSITY

1986 - 1991

Bachelor of Arts, Speech Communication

SKILLS

Sales, Pulmonology, Hospitals, Nephrology