

MONETIA SMOTHERS

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PROFESSIONAL SUMMARY

Results-driven healthcare professional with extensive experience in the medical field, including clinical research, patient care, and pharmaceutical procedures. Strong background in electrocardiography, phlebotomy, and medical diagnostics, with a deep understanding of healthcare operations. Adept at building relationships with medical professionals, coordinating patient care, and ensuring compliance with medical protocols. Seeking to leverage medical expertise and interpersonal skills in a **Healthcare or Pharmaceutical Sales Representative** role.

CORE SKILLS

- Pharmaceutical & Healthcare Sales Knowledge
- Medical & Clinical Research Expertise
- Strong Relationship-Building Skills
- Phlebotomy & Electrocardiography (EKG)
- Medication & Treatment Education
- Product & Service Presentation
- Regulatory Compliance & Patient Safety
- Sales & Customer Service

EDUCATION & CERTIFICATIONS

Georgia (Medical) Graduate | 1994 | GPA: 3.0

- Electrocardiograph (EKG) Certification
- Radiology Safety, Practice & Positioning Certification
- Life Coach Certification (Empowered Life Coach) | 2021

PROFESSIONAL EXPERIENCE

Nurse / PCA private patient 2021 To 2024 (Business owner)

Verbena McMahan

June Surig

Kolleen Surig

Mark Surig

Courtland Healthcare | 9/2020 – 8/2021

Nursing /Patient Care Assistant (on call)

- Assisted patients with daily activities and monitored medication intake.
- Recorded patient vitals and reported critical changes to healthcare providers.
- Ensured a clean, safe environment for patient care.
- Gained hands-on experience in patient interaction, a crucial skill for pharmaceutical sales.

Atlanta Nephrology |2007 to 2008

Nurse

- Conducted phlebotomy, EKGs, and prepared patients for dialysis.
- Assisted physicians with procedures and reported patient conditions.
- Educated patients on prescribed medications and treatment plans.
- Called prescriptions to pharmacies and ensured proper medication administration.

Neurotrials Research | 2004 to 2007

Clinical Research Coordinator

- Managed the functionality of the PCG Sleep Lab, ensuring accurate patient monitoring.
- Supervised study drug administration and documented patient reactions for physician review.
- Coordinated drug testing, evaluations, and patient scheduling for clinical trials.
- Liaised between physicians, technicians, and patients to ensure smooth operations.

Family Practice Center | 1998 – 2004

Medical Assistant & Clinical Support

- Conducted patient evaluations, obtained vitals, and assisted with medical procedures.
- Performed phlebotomy, EKGs, and radiology imaging.
- Coordinated drug testing for military contracts.
- Assisted in minor surgical procedures, demonstrating expertise in medical devices and treatments.
- Provided medication education and called prescriptions to pharmacies.

SALES & BUSINESS EXPERIENCE

Amazon Verified Influencer & Stack Influencer | 2020 – Present

- Developed brand partnerships and promoted healthcare and wellness products.
- Created engaging content that influenced purchasing decisions.

Business Owner – Armani Entertainment Group (Armani Red Int Roku and AmazonFire tv) | 2020 – Present

- Founded and managed a successful media and advertising platform.
- Built strong relationships with advertisers and sponsors, demonstrating sales expertise.

AWARDS & RECOGNITION

- **Ms. Exq. Fullfigure GA 2018** (Pageant Winner)
- **Certified Life Coach**

WHY I'M A STRONG CANDIDATE FOR PHARMACEUTICAL SALES

- **Medical Expertise:** Years of hands-on experience in healthcare, from patient care to clinical research.
- **Sales & Relationship-Building Skills:** Proven success in influencer marketing and business development.
- **Understanding of Medications & Treatments:** Experience educating patients and working with physicians to prescribe treatments.
- **Communication & Presentation Skills:** Ability to explain complex medical products in a relatable way to healthcare professionals.