





**Timothy C Thornton** · 3rd  
 Pharmaceutical Sales Representative at The Janssen Pharmaceutical  
 Companies of Johnson & Johnson  
 Cincinnati Metropolitan Area · [Contact info](#)  
 382 connections

 The Janssen Pharmaceutical  
 Companies of Johnson &...  
 University of Phoenix

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## About

Sales Representative with a demonstrated history of working in the hospital & health care industry. Skilled in Microsoft Word, Sales, Retail, English, and Patient Satisfaction. Strong sales professional with a Bachelor's Degree focused in Business Administration, Management and Operations from University of Phoenix.

## Experience



### Specialty Pharmaceutical Sales Representative

The Janssen Pharmaceutical Companies of Johnson & Johnson · Full-time  
 Jul 2018 – Present · 3 yrs 3 mos  
 Cincinnati, Ohio

Cardiovascular & Metabolism calling on primary care specialist, both general and interventional cardiologist, hematologist & oncologist, and endocrinologist.

Established rapport, build credibility and cultivate long lasting relationships with various specialists, office team members and staff in over 20 medical institutions.

2021 year to date ranking top 10%

Recipient of multiple Director's Cup recognition highlighting the top 20% of performances within the region.

see less



### Regional Account Manager

CardioSolution

Apr 2017 – Jun 2018 1 yr 3 mos  
Cincinnati, Ohio

CardioSolution is the solution for rural hospitals nationwide by delivering comprehensive cardiovascular service lines. The Company specializes in providing Cath lab staff, General, Invasive, and Interventional Cardiologist to rural markets. Working as an account manager for CardioSolution my sole responsibility serves as being the primary liaison between CardioSolution and our hospital clients. This role oversees and manages the business to business relationship with hospital clients and the operational success of the overall program. With my experience in physician management I have the ability to build, and maintain relationships with our CardioSolution Cardiologist. My role also includes building relationships with C-Suite Executives of hospital networks and stay in routine communication.

see also



### Operations Manager

The Christ Hospital Health Network - Full-time

Apr 2010 – Apr 2017 7 yrs 1 mo  
Cincinnati, Ohio, United States

I was responsible for overseeing and maintaining day-to-day management supervision during office hours. As manager I maintain a multi million dollar budget working for a 40 staffed physicians and residents practice. I've managed 15 staffed personnel while identifying opportunities for improvement in office workflow and recommend solutions to increase efficiency. Buy & Billing on medical equipment & devices. Auditing and documenting review of systems; communicating goals and objectives, financial performance, and other defined performance objectives with physicians and associates. Correctly records patient information in the electronic medical record (EMR). Obtain necessary information and prepare patient charts in EMR for visits. I am responsible for a host of other duties ranging from medication and pharmacy management to administrative and basic triage. Additionally, this role holds responsibility for maintaining a safe, secure and healthy work environment by enforcing standards and procedures. I work with a team as a project coordinator for TCH refugee health examination program and home based primary care. Monitors and evaluates all areas of compliance to ensure standards are met including OSHA, CLIA, and HIPAA. I am well educated on vaccine immunizations both pediatric and adult. Working on healthcare projects associated with the Comprehensive Primary Care Initiative and Patient Centered Medical Home. I'm educated and well familiarize in working with the underserved patient population and skilled in working with pediatric, adult, geriatric, obstetrics and gynecology patients.



### Lead Sales Associate

EXPRESS

Sep 2010 – Oct 2013 • 3 yrs 2 mos

Cincinnati, Ohio Area

Led an elevated selling approach via product knowledge and styling capabilities. Provided a positive customer experience by offering assistance when needed, ensuring product was on the floor and sized appropriately, and ensured all customers had a quick and efficient cash wrap experience. Ensured all aspects of strong store operational execution and a consistent quality experience in our stores. Played a key role in coaching and motivating Associates, helping with goal awareness, and maintaining a selling focus in the store.

see less



### Medical Assistant

Concentra

Jun 2007 – Apr 2010 • 2 yrs 11 mos

Cincinnati, Ohio Area

Led forward-looking patient greetings and preparation for exams. Responsible for securing and verifying patient medical histories while assisting, and accurately completing all documentation. Support patient care delivery and assist providers during examinations and treatment. Additional responsibility included taking vital signs and performing all ancillary testing and tasks as ordered by the Center Medical Director (PFT, EKG, injections, audiograms, blood draws, etc.) and as certified. Assist in set-up and injury care as directed by the treating providers. Dispense medications within the scope of practice and in accordance with state regulations.

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## Education



### University of Phoenix

Bachelor's Degree, Business Administration, Management and Operations, 3.72 GPA

2012 – 2015

Activities and Societies: Delta Mu Delta International Honor Society in Business

I have been selected by Academic Affairs of University of Phoenix to become a member of the Lambda Sigma Chapter of the International Business Honor Society, Delta Mu Delta. This achievement demonstrates exceptional work in my academic studies and placement in the top 20% of my respective classes. This sign of accomplishment shows my commitment to excellence in the classroom, my desire for leadership, and willingness to set personal high standards.

## Recommendations

Received (1)

Given (0)



Alysia Palmer-Tong

Alysia & Co -  
Owner/Photographer/Retouch Artist

December 18, 2012, Alysia was a client of Timon's CS

Tim is a wonderful local model to work with, his awareness of light and bringing life to a photo are unique. He was on time and well prepared, and did not hesitate to try any and all concepts I asked of him.