

Oleh Bilovus

Pharmaceutical Sales Leader | 503A Compounding Specialist | \$2M+ Annual Revenue Growth | Multi-State Territory Expansion (NY, NJ, CT, FL, CA)

Yonkers, NY 10703

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+1 914 643 3127

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Sales Manager

HALDEY Pharmaceutical Compounding-New York, NY

February 2020 to Present

- Generated \$2M+ in net revenue annually through strategic sales growth and client acquisitions
- Developed and managed a multi-state sales pipeline, covering New York, New Jersey, Connecticut, Florida, and California
- Secured long-term partnerships with top-tier hospitals, private clinics, and med spas in major metropolitan areas
- Spearheaded sales strategies to penetrate orthopedic, dermatology, OB/GYN, and integrative medicine markets
- Led and mentored a high-performing sales team, optimizing conversion rates and client retention
- Specialized in 503A pharmaceutical laboratory sales, providing customized topical and sterile medications tailored to patient needs

Account Executive

HALDEY Pharmaceutical Compounding-New York, NY

September 2017 to February 2020

- Managed high-value client accounts, directly contributing to multi-million-dollar revenue streams
- Built and maintained long-term relationships with physicians, hospital administrators, and clinic owners
- Negotiated high-impact contracts, increasing annual sales and expanding market share
- Consistently exceeded sales targets by leveraging deep industry knowledge and strategic networking

Director Of Web Marketing

HALDEY Pharmaceutical Compounding-New York, NY

April 2019 to January 2020

- Managed and promoted the radio talk show "Prescription for Success" with Dr. Emil Haldey
- Developed a targeted digital marketing strategy, leveraging IG, FB, LinkedIn, and Twitter to increase brand visibility and lead generation
- Closely worked with and monitored the full process of high-end guest speakers
- Engaged with industry influencers and medical professionals, expanding the show's reach and impact

Operations Coordinator

HALDEY Pharmaceutical Compounding-New York, NY

February 2017 to September 2017

- Supervised a 10-person team handling order processing, distribution, and customer support.
- Optimized supply chain efficiency, ensuring seamless product delivery and operational workflow
- Assisted in sales strategy development, aligning with emerging market trends and client demand

Member Service Representative

SUMA FEDERAL CREDIT UNION-Yonkers, NY

March 2016 to February 2017

- Processed high-volume financial transactions, including loans, mortgages, and credit services
- Managed digital banking solutions, optimizing wire transfers and remote deposits
- Provided financial advisory services, enhancing customer experience and engagement

Advertising Manager

ATL TELECOMUNICACIONES Y CELULAR-Madrid, Madrid provincia

February 2015 to December 2015

Co-led marketing strategy and execution for key product lines

- Developed and managed advertising programs for core company products (Wi-Fi antennae, routers, other communications equipment)
- Maintained relationships with key customers, including military, with focus on satisfaction and feedback
- Coordinated custom product processes from customer enquiry to execution and delivery
- Managed advertising campaigns via internet, television, and printed media
- Provided input into sales force strategies, ensured message and policy consistency between advertising with sales force efforts

Logistics Manager

ONE 2 ONE LOGISTICS SOLUTIONS-Madrid, Madrid provincia

February 2014 to January 2015

Recognized for top logistics manager for outstanding productivity and organizational capabilities

- Managed work schedules and monitored performance of 200+ warehouse employees and fleet truck drivers
- Developed and monitored internal controls and procedures for receipt, warehousing, and dispatch of goods to EU and UK customers
- Prepared operational management reports on daily and weekly basis, participated in budgeting and planning processes
- Suggested and implemented process improvements, which led to recurring efficiencies and financial saving

Education

international trade, logistics management, operations management (Specialist)

CENTRO DE ESTUDIOS IMPLIKA-Madrid, Madrid provincia

2014 to 2015

innovation management and marketing (Superior grade)

UNIVERSIDAD FRANCISCO DE VITORIA-Madrid, Madrid provincia

2014 to 2014

Entrepreneurship Management (Master of Business Administration)

LVIV POLITECHNIC UNIVERSITY-Львов

2011 to 2013

International Economics (Bachelor of Business Administration)

LVIV POLITECHNIC UNIVERSITY-Львов

2007 to 2011

Skills

- Prospecting
- B2B
- Cold Calling
- Business Development
- Account Management
- Salesforce
- Sales Management
- Recruiting
- Negotiation
- Account Management
- CRM Software
- B2B Sales
- Negotiation
- Relationship Management
- Salesforce
- Sales Management
- Recruiting
- Operations Management
- Outside Sales
- Product Development
- Management
- Employee Evaluation
- Process Improvement
- Program Management
- Management
- Upselling
- Analysis skills
- Account management
- Leadership
- Business development
- Negotiation
- Sales
- Cold calling

- Sales management
- B2B sales
- Salesforce
- Relationship management
- Customer service
- Outside sales
- Budgeting
- Supervising experience
- Product development

Links

<https://www.linkedin.com/in/oleh-bilovus-34650b114>

Certifications and Licenses

master

driver's license

Additional Information

- Presenter in a documentary film “Territorio de dignidad” at the embassy of Ukraine in Spain
- Active participation in the organization of concerts, a member of the associations: “Our future” - Spain, “SUMA” - USA

Interests Finance and investing, nature and outdoors, history, politics, travel