

STACEY LANGE

SYSTEM ACCOUNT EXECUTIVE

PROFESSIONAL PROFILE

Health System Account Executive with over 18 years of demonstrated success in establishing and fostering strong relationships with a broad base of internal and external health care constituents affiliated with Providence, PeaceHealth, Department of Defense, Veterans Affairs, and Indian Health Services.

SKILLS

Territory Management
Leadership & Collaboration
Launch Planning & Execution
Detail Oriented
Primary Care
Internal Medicine
Endocrinology
Cardiology
Pulmonology
Neurology

ACHIEVEMENTS

SILVER, 2020
GOLD, 2018
GOLD, 2016
BRONZE, 2015
TOP DISTRICT AWARD, 2011
TOP DISTRICT AWARD, 2010
REGION AWARD, 2010
VICE PRESIDENT'S DIRECTOR'S
AWARD, 2007

EXPERIENCE

SYSTEM ACCOUNT EXECUTIVE

Boehringer Ingelheim Pharmaceuticals, Inc., Anchorage, AK / 2016 – Present

Generates advocacy with key experts in high control priority health systems. Utilizes clinical and product knowledge, consultative selling skills, and the assigned Health Systems' business model, objectives and patient flow in order to support the use of BIPI products. Provide disease state and other relevant BIPI approved presentations to health system staff as well as other qualified medical personnel.

- District Mentor, 2019 - present
- Teamwork & Collaboration Award, 2020
- Engaging in Growth Mindset Award, 2020
- Health System Accomplishments
 - Jardiance added to Chief Andrew Isaac Formulary, 2016
 - Jardiance added to ANMC Formulary, 2017
 - Jardiance added to JBER Formulary, 2017
 - Diabetes Pathway implemented at JBER, 2018
 - Spiriva Respimat added to South Peninsula Hospital, 2019
 - Spiriva Respimat added to Providence Formulary, 2020
 - COPD Pathway implemented at Providence Alaska Medical Center, 2021
 - Spiriva Respimat added to PeaceHealth Ketchikan Medical Center Formulary, 2021
 - Jardiance added to PeaceHealth Ketchikan Medical Center Formulary, 2022

SPECIALTY SALES REPRESENTATIVE

Boehringer Ingelheim Pharmaceuticals Inc., Anchorage, AK / 2014 – 2016

Successfully achieved sales goals through engaging targeted healthcare providers, including cardiologists, endocrinologists, pulmonologists, and primary care. Developed and implemented territory account call plans. Effectively managed programs, Jardiance launch initiatives and collaborated with overlapping counterparts.

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SYSTEM ACCOUNT EXECUTIVE

EXPERIENCE continued

MARKETING REPRESENTATIVE

University Imaging Center, Anchorage, AK / 2013 – 2014

Marketed imaging modalities in existing accounts and generated referrals for new accounts. Modified sales and retention strategies to ensure optimal business outcomes. Developed marketing materials for newly formed sales division.

BUSINESS DEVELOPMENT MANAGER

Swift Worldwide Resources, Anchorage, AK / 2013

Identified and developed new business and sales opportunities. Promoted Swift services and developed productive mutually beneficial relationships with Hilcorp, Doyon, and Conoco Phillips Alaska.

SPECIALTY & PRIMARY CARE PROFESSIONAL REPRESENTATIVE II

Merck & Co., Anchorage, AK / 2004 – 2013

Successfully achieved sales goals through engaging targeted healthcare providers, including cardiologists, endocrinologists, neurologists, pulmonologists, and primary care. Developed and implemented territory account call plans. Effectively managed programs, Januvia launch initiatives and collaborated with overlapping counterparts.

- Director's Award, 2006
- Vice President's Director's Award, 2007
- Region Award, 2010
- Top District Award, 2010
- Vacancy Coverage Award, 2010
- Award of Excellence Region Lead PeaceHealth, 2010
- Top District Award, 2011
- Business Acumen and Business Planning Award, 2012

PROFESSIONAL DEVELOPMENT

BUILD University Program
Leadership Development Training
Boehringer Ingelheim Pharmaceuticals, Inc. / 2022

REGION CV/METABOLIC WORKSTREAM
Boehringer Ingelheim Pharmaceuticals, Inc. / 2021 – present

REGION RESPIRATORY WORKSTREAM
Boehringer Ingelheim Pharmaceuticals, Inc. / 2022 – present

EDUCATION

AUGSBURG COLLEGE
BA, Business Management
2002

ACHIEVEMENTS

YOUNG LIFE VOLUNTEER LEADER

WOMENS YOUTH HOCKEY COACH

PARKS & RECREATION
COMMISSIONER

NATIONAL CHAMPION RECIPIENT