

Nick Mirabito

Dynamic and results-driven Sales Professional with over 6 years in the BioTech industry, specializing in complex disease management in Immunology. Account Manager experience leading cross-functional teams to exceed sales objectives and cultivate long-term relationships with healthcare professionals. Strong ability to navigate complex hospital systems and healthcare groups to deliver comprehensive disease education to the key stakeholders.

EXPERIENCE

AbbVie Inc., San Diego/Orange County/Inland Empire, CA

Executive Specialty Representative

January 2018 - Present

- Responsible for managing relationships of over 80 Dermatology and Allergy Accounts with emphasis on Key Strategic Accounts of Sharp, Scripps, UC San Diego, and UC Irvine.
- Launched Rinvoq for Atopic Dermatitis in January 2022. Top 25 in nation in FY22, and significant sales growth of 30% Growth in FY23, and 33% in FY24.
- Developed and implemented strategies for cross functional collaboration of Medical Science Liaisons, Thought Leader Liaisons, Immunology Account Executives, and Field Access Specialists to implement innovative programs within institutional accounts to enhance resource utilization and patient support.

Siemens Building Technologies, San Diego/Inland Empire, CA

Senior Account Executive

January 2015 - January 2018

- Managed a portfolio in the Federal Market, responsible for strategic planning, market penetration, and achieving sales goals. Established relationships with executive-level personnel and key stakeholders.
- Exceeded Sales Quotas and grew sales YoY.
- Negotiated Siemens' largest Mechanical HVAC Service Agreement (\$12M) in the US.
- Led teams across operations and external stakeholders to deliver projects.

United States Navy

Naval Officer - Surface Warfare Officer

May 2008 - January 2015

- Led teams of 20-50 men and women across various roles in the United States Navy. Demonstrated leadership and achievement of operational excellence.
- Awarded Navy Commendation Medal for Meritorious Achievement.
- Awarded the Naval Achievement Medal for Outstanding Leadership.
- Cross-Functional Collaboration within US Military and Allied Nations.

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SKILLS

Consultative Selling
Sales Presentations
Account Management
Salesforce
CRM
Strategic Partnerships
Data Analysis
Cross-Functional
Collaboration

EDUCATION

University of San Diego - Knauss School of Business

*Master of Business
Administration,
Concentration in Finance*

May 2018

San Diego, CA

- **Member of Military Veterans Group**
- Relevant Courses: Business Cycles and Forecasting, Negotiations, Financial Modeling

United States Naval Academy

*Bachelor of Science,
Economics*

May 2008

Annapolis, MD

- **Varsity Lacrosse (Division 1/Patriot League): Four-Year Letterwinner, Four Year Starter, 2x All-Patriot League, HM All-America**

