

# Ali Beiruti

New York, NY

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## PROFESSIONAL SUMMARY

Results driven professional with a strong foundation in sales, customer relations, and project management. Proven ability to build and maintain client relationships, identify growth opportunities, and deliver high quality service to drive revenue. Skilled in using data insights to optimize sales strategies and consistently exceed targets.

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## AREA OF EXPERTISE

Territory Sales Management • Provider Relationship Development • Consultative & Needs-Based Selling • Market Access & Reimbursement Support • Product Positioning & Pull-Through • Strategic Account Planning • Call Planning & Targeting • Data-Driven Sales Performance

## PROFESSIONAL EXPERIENCE

### Weill Cornell Medicine, New York, NY - Program Coordinator

April 2023 to Present

- Extracted and analyzed data from the Epic system to generate operational reports, and identify access trends
- Served as the liaison between physicians and pharmaceutical representatives to support therapy education, access coordination, and treatment optimization for 500 or more patients annually
- Partnered with pulmonary and infectious disease focused field representatives to support sample distribution and bridge therapy programs, improving continuity of care for underinsured patients
- Managed relationships with over 40 providers by conducting ongoing needs assessments and supporting therapy access for approximately 1,200 patients annually

### Novo Nordisk - Diabetes Sales Intern, Virtual and Field Hybrid

Fall 2024

- Completed a 10-week clinical and commercial shadowing experience focused on endocrinology and diabetes therapeutic areas
- Gained product and disease state knowledge through 40 or more hours of structured observation on GLP-1 receptor agonists and insulin regimens
- Shadowed sales and marketing teams during territory planning activities that identified 3 high-potential clinics representing an estimated 20 to 30 percent growth opportunity

### CityMD Summit Health, Brooklyn, NY - Care Coordinator

August 2021 to November 2022

- Managed 90 to 110 patient cases per week across multiple specialties by coordinating diagnostics and referrals to accelerate therapy starts and reduce treatment drop off by 20 percent
- Educated 300 or more patients per month, improving treatment adherence and medication compliance by 25 percent and supporting stronger long term outcomes
- Partnered with providers and operational leadership to streamline front end workflows, reducing average patient wait times by 25 percent and increasing satisfaction scores by 20 percent

### Jag-One Physical Therapy, Brooklyn, NY - Administrative Coordinator

September 2019 to August 2021

- Maintained high volume clinical and operational data for over 1,500 patient records with 95 percent documentation accuracy to support billing, access, and therapy coordination within Epic
- Completed 150 to 200 outbound outreach calls per week for appointment reminders and follow ups, increasing patient retention by 20 to 25 percent and driving a 10 to 15 percent increase in additional service utilization

- Tracked and analyzed patient feedback from 300 or more cases monthly and presented data driven service improvement proposals that contributed to a 15 to 20 percent improvement in overall patient satisfaction

**Town Sports International, Brooklyn, NY - Financial Consultant**

**July 2019 to March 2020**

- Prospected, qualified, and followed up with 60 to 80 leads per week through inbound and outbound outreach, consistently exceeding monthly enrollment targets by 20 to 30 percent
- Met or exceeded monthly sales quota by 110 to 125 percent through consistent pipeline management, follow up, and needs based selling
- Managed a full sales pipeline using Salesforce by tracking opportunities, documenting customer interactions, and analyzing performance metrics, resulting in a 15 to 25 percent improvement in conversion rates

**EDUCATION**

Bachelor of Science in Health Sciences and Informatics, CUNY Brooklyn College

GPA 3.7 out of 4.0

Alumni Association and National Society of Leadership and Success Events Certificate