Andrew Escobedo

HEALTHCARE SALES REPRESENTATIVE

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SCAN FOR WEBSITE

SUMMARY

Field Sales Representative developing the Inland Empire territory for a compounding pharmacy, combining clinical nursing education with pharmaceutical outreach and healthcare provider engagement. BSN-trained in pharmacology, therapeutic patient-centered care, and patient education. Bilingual in English and Spanish, with the ability to communicate professionally with physicians, NPs, and healthcare teams while building trusted provider relationships and expanding clinical partnerships.

EXPERIENCE

Field Sales Representative Aug 2026 – Present

Doctor's Choice Pharmacy, Riverside, CA

- Built a new territory in Riverside from zero, prospecting **100+** medical and veterinary practices in one week
- Completes up to **25** in-person cold calls per day across the Inland Empire
- Persuasively offers compounding solutions to **4+** specialties, from pediatrics and dermatology to GI and veterinary medicine
- Revisit **15–20** accounts per cycle and seeks to connect providers with company pharmacists
- Created a 90-day territory plan with CRM lead tracker; competent with HubSpot and Badger Maps

Student Nurse, Internship May 2025 – Present

Kaiser Permanente, Riverside, CA

- Evaluate patient response to pharmacologic treatments and review regimens for safety and efficacy
- Educate patients on disease management and medication adherence

Cohort Representative May 2025 – Present

Azusa Pacific University, School of Nursing

- Serve as primary faculty liaison for Cohort U67, resolving concerns before they escalate

Clinical Registered Behavioral Therapist (RBT) Oct 2024 – Present

Pedro Villa, BCBA

- Deliver evidence-based behavioral interventions under clinical supervision
- Apply patient-centered care and behavioral science to individualized treatment plans
- Maintain clinical documentation and communicate patient progress with care teams
- Build therapeutic relationships while supporting treatment adherence and patient outcomes

EDUCATION

Bachelor of Science in Nursing Expected May 2027

Azusa Pacific University, School of Nursing · GPA: 3.5

SKILLS & TOOLS

Skills: Territory Management · Business Development · Prospecting · Consultative Selling · Account Management · Relationship Building · Pipeline Management · Pharmacology · Medical Terminology · Patient Education · Medication Safety · Compliant Documentation

Tools: HubSpot · Badger Maps · Google Workspace

Credentials: BLS · RBT · CA Driver's License · Bilingual (English/Spanish)