

CONVENTION SERVICES UNLIMITED

WE'VE GOT YOU COVERED

THE COMPLETE SPECTRUM

- AT CONVENTION SERVICES UNLIMITED “WE’VE GOT YOU COVERED” WITH A COMPREHENSIVE ARRAY OF EXQUISITELY EXECUTED CONVENTION PROGRAMS.
- WE SPECIALIZE IN CONVENTION SERVICES NOT LIMITED TO AND INCLUDING CONVENTION REGISTRATION, SAMPLES, LITERATURE AND STAFFING ON A AS NEEDED BASIS.
- WE ARE A DIVISION OF PERFORMANCE SALES AND MARKETING INC. A FULL SERVICE CONSUMER PRODUCTS NON-FOOD BROKER.



CONTACT INFORMATION

CONVENTION SERVICES UNLIMITED

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PERFORMANCE SALES & MARKETING INC.

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CONVENTION TEAM PROFILE

- 95% BA/BS DEGREE
- 5% ADVANCED DEGREE
- 8.5 AVERAGE YEARS PHARMA SALES EXPERIENCE
- 22 THERAPEUTIC CATEGORIES EXPERIENCE
- 5 AVERAGE YEARS CONVENTION EXPERIENCE
- COMPUTER AND INTERNET LITERATE
- EXCELLENT INTERPERSONAL COMMUNICATION SKILLS
- DISPLAYS INITIATIVE AND A PROFESSIONAL, POSITIVE ATTITUDE
- WILLING TO WORK WEEKENDS AND EVENINGS
- ABLE TO COMMIT TO ASSIGNMENT FOR DURATION OF PROGRAM

PREVIOUS CONVENTIONS ATTENDED

YANKEE DENTAL
HINMAN DENTAL
AMERICAN DENTAL ASSOCIATION
AMERICAN DENTAL HYGIENISTS ASSOCIATION
REGISTERED DENTAL HYGIENISTS ASSOCIATION
PRIMARY MEDICINE TODAY
AMERICAN ACADEMY OF FAMILY PHYSICIANS
AMERICAN ACADEMY OF PEDIATRICS
AMERICAN DIETETIC ASSOCIATION
AMERICAN COLLEGE OF CARDIOLOGY
AMERICAN COLLEGE OF RHEUMATOLOGY
AMERICAN DIABETES ASSOCIATION
AMERICAN ACADEMY OF PHYSICIANS ASSISTANTS
AMERICAN COLLEGE OF GYNECOLOGISTS
AMERICAN PUBLIC HEALTH ASSOCIATION
NATIONAL ASSOCIATION OF SCHOOL NURSES
NATIONAL ACADEMY OF PEDIATRIC NURSE PRACTITIONERS
HEAD START
AMERICAN CAMPING ASSOCIATION
NATIONAL ASSOCIATION FOR THE EDUCATION OF YOUNG CHILDREN
AMERICAN SOCIETY FOR BONE AND MINERAL RESEARCH
PEDIATRIC NURSING CONFERENCE

SOME THERAPEUTIC AREAS REPRESENTED

- DENTAL / ORAL CARE
- CARDIOLOGY
- ANALGESICS
- ANTIBIOTICS
- LICE
- CALCIUM SUPPLEMENTS
- CHOLESTEROL LOWERING
MEDICATIONS
- ALLERGY / RESPIRATORY
- DERMATOLOGY
- GERIATRICS
- HEALTH / BEAUTY
- GENERAL SURGERY
- INFECTIOUS DISEASES
- NEUROLOGY
- NEPHROLOGY
- PRIMARY CARE
- UROLOGY
- RHEUMATOLOGY
- HORMONAL REPLACEMENT
- GASTROENTEROLOGY
- ENDOCRINOLOGY
- HORMONAL REPLACEMENT

PERFORMANCE TRACKING & COMMUNICATION KEY

- LEAD GENERATION
- ATTENDANCE BREAKDOWN / MIX
- DEMONSTRATION / PROMOTION REVIEW
- COMPETITIVE INTELLIGENCE
- CUSTOMER INTERACTION / FEEDBACK
- TRENDS NOTED (INDUSTRY OR SHOW)
- RECOMMENDATIONS

DIRECTOR OF CONVENTION SERVICES

- SERVE AS SINGLE POINT OF CONTACT FOR CLIENT AND PROGRAM ACCOUNTABILITY
- OVERSEE RECRUITING AND HIRING OF CONVENTION REPRESENTATIVES
- ENSURE PROPER TRAINING
- COMMUNICATE AND MANAGE CONVENTION SCHEDULING AND COVERAGE
- PROVIDE COACHING AND CONTINUED DEVELOPMENT OF REPRESENTATIVES
- MANAGE HR / ADMINISTRATIVE DUTIES
- PROVIDE REQUIRED REPORTS REGARDING CONVENTION FOLLOW-UP AS REQUESTED BY CLIENT

ORGANIZATIONAL CHART

PERFORMANCE
SALES & MARKETING INC

FOOD & DRUG
RETAIL SERVICES INC.

CONVENTION
SERVICES
UNLIMITED

