Raymond Castillo

TERRITORY BUSINESS MANAGER

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SUMMARY

Territory business manager with 9 years of pharmaceutical sales, including 4 years in oncology. Runs a $14M territory with strong business acumen, solid market access knowledge and clear presentation skills, ranking 3rd of 42 managers in 2025 and growing new patient starts 26% in 2024.

SKILLS

Other Skills: Pharmaceutical Sales, Oncology, Business Acumen, Key Accounts, Market Access, Account Planning, Veeva CRM, Microsoft Excel, Presentation Skills, Communication Skills

EXPERIENCE

Territory Business Manager

03/2022 - Present

Lakefront Oncology Pharmaceuticals — Chicago, IL

Oncology territory covering 14 community practices and 4 health systems in the Chicago area.

- Lead sales for 2 oral oncology products in a **$14M** territory, ranking 3rd of 42 in 2025.
- Built account plans with pharmacy and P&T teams at 4 health systems, winning formulary access for a new indication.
- Coordinate reimbursement, nurse educator and medical science partners for 18 key accounts.
- Increased new patient starts 26% in 2024 by focusing calls on the 20 highest-potential oncologists.

Specialty Sales Representative

07/2019 - 02/2022

Midwest Specialty Therapeutics — Oak Brook, IL

Neurology territory for a multiple sclerosis therapy across northern Illinois.

- Grew product share from 9% to 15% across 60 neurologists in 2.5 years.
- Presented clinical data at 25 speaker programs a year with local key opinion leaders.
- Earned the regional Rookie of the Year award in 2020 at 114% of goal.

Pharmaceutical Sales Representative

06/2017 - 06/2019

Prairie State Pharma — Chicago, IL

Primary care territory with 190 prescribers on Chicago's North Side.

- Achieved 108% and 112% of sales goal in a 190-prescriber primary care territory.
- Planned weekly calls in Veeva CRM and Microsoft Excel, hitting 97% of reach goals.
- Developed account planning notes for 25 top prescribers that cut wasted calls by 15%.

EDUCATION

Bachelor of Science

05/2017

University of Illinois Urbana-Champaign — Champaign, IL

Biology