



MICHAEL GIBNEY

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WORK EXPERIENCE

SENIOR THERAPEUTIC AREA SPECIALIST, NEURO PSYCH

Bristol Myers Squibb
Fairhope, AL

August 2024 - Current

Hired to launch Cobenfy (KarXt) for schizophrenia, driving adoption through outreach to psychiatry and primary care providers with a focus on community mental health centers

2025 District MVP - Peer Voted Award
2025 - 2026 TAP Team Lead
2026 District Sales Trainer

SPECIALTY REPRESENTATIVE- PSYCHIATRY

Abbvie (Formerly Allergan)
Fairhope, AL

August 2019 - August 2024

Pharmaceutical sales representative promoting Vraylar (Bipolar, depression, schizophrenia)

2020 Rookie of the Year
2022 Leadership in Training Program
Q2 Rep of the Quarter 2022
Q3 Rep of the Quarter 2021

1st Half 2020 "Be Bold" Award
Q1 Rep of the Quarter 2020
Successful Indication Launch Top 13% 2023

SALES MANAGER

Prodigy Disc Golf
Fairhope, AL

January 2017 - August 2019

Led \$2M annual sales across Salesforce, BigCommerce, and Shopify. Managed vendor relationships, drove new business through prospecting and deal negotiation, and oversaw AR/AP, shipping, and warranties. Recruited and managed a 200-player team and part-time staff while handling social media.

SENIOR RECRUITING CONSULTANT

TalentArc LLC (www.maintenancerecruiter.com)
Fairhope, AL

August 2015- January 2017

Full-cycle account management and recruiting across manufacturing, chemical, medical device, pharmaceutical, and automotive industries. Sourced and managed candidates using Bullhorn, LinkedIn, and job boards, while driving new business through prospecting and cold calling.

COMMERCIAL ACCOUNT MANAGER & COMMERCIAL RECRUITER

Aerotek
Mobile, AL

June 2012- August 2015

Managed a team of recruiters, drove new business through prospecting and cold calling, and handled full-cycle recruiting for high-volume and technical roles. Grew an account from 8 to 30 contractors. Earned Employee of the Quarter (Q3 2013) and was selected for the 2014 National Summit.

EDUCATION

BACHELOR OF SCIENCE
BUSINESS ADMINISTRATION
MANAGEMENT

University of South Alabama
May 2012