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**To,**

**The H.R. Manager,**

**SUBJECT: Application for Suitable Post professional Marketing**

Dear Sir,

Allow me to introduce myself briefly. I am  
a graduated in Pharmacy background and currently pursuing MBA armed with 1+ years experience working for pharmaceutical Company in dubai(UAE) and worked in india.

To be specific, I am a part of the team that handles the sales and  
marketing of branded and generics successfully in the most competitive  
markets.

My attached resume demonstrates my capacity to be a team player, who  
is able to work in a team environment, sets and achieves long and short  
term goals, think analytically and solve problems.

 I believe my knowledge and technical know-how in the field  
of pharmaceutical marketing will help me contribute a great deal to your  
company. I hope too that you will give me opportunities to explore and  
widen my knowledge in your organization.

Above all, I possess the interest and determination to perform well in  
the position you are offering. I look forward to meeting with you to  
discuss the position further.

Thanking You,

 **CURRICULUM VITAE**

**Objective:**

To continue the successful work as a part of an organization in which I can explore and utilize my scientific, marketing and communicative abilities more and more to help contribute to the growth of the company in the health care industry along with my career. Recognized for ability to lead teams in developing new products to achieve positive outcomes, enabling substantial market share growth. Results driven but diplomatic professional able to work efficiently in teams or independently to meet exceed business as well as customer needs.

**Work Experiences:**

**NMCT’S PHARMA DIVISION Trading 14-feb-2013 - present**

**Working with NMCT’s Pharma Division represents some of the most prestigious pharmaceutical companies across the globe pharmaceutical marketing and distribution companies in the UAE. Responsible for sales in the private practice physician's clinics hospitals, independent and chain pharmacies andassigned medical conventions.**

**Physician specialties called upon include: Internists, Family Practice, Gastroenterologist,Obstetrics & Gynecology,pediatrics,cometic and plastic surgeons,urologist and General practitioner in UAE.**

**MEYER ORGANICS**

Worked with **MeyerOrganics Pvt Ltd** from March 2010 to June 2012.Meyer Organization is one of the leading Pharmaceutical manufacturers in India founded in 1982 in technical

Collaboration with **OMEGA Meyer Ltd.** Meyer has created a unique portfolio of products in the key segments like Anti-infective, Cardiovascular, Gastroenterology, Nutrition Supplements for all age groups, Infertility Supplement, Pain Management, etc.

**Responsibilities:**

* Responsible for sales and marketing at Dubai(UAE) Generated sales volume by Selling formulated Drugs which including multi vitamins,prebiotic and probiotics, immune boosters , Women suppliments and women veginal suppliments
* Marketing professional with proven ability to develop and market successful products. Strong technology backround, familiar with business development and sales operations. Adept at developing and implementing strategies for new and existing products
* Monitor sales of drugs in the market
* • Establishing long-term relationships with pharmacists to get info about key doctors prescriptions (preferences in specific
* therapeutic areas)
* • Marketing analysis and research about the product in contrast to the competitors
* • Researching competitors products and analyzing their advantages
* • Regular visits to key doctors in the area and getting their feedback about our drugs
* • Regular visits to the clinics
* • Providing other medical representatives with feedback from pharmacist for easier targeting to improve the overall performance of the company

**Accomplishment**

* Successfully entered Gynofit in Zulekha Hospitals, where they are strictly following Generic Rules.
* Successful Marketing of Calprovit (a multi vitamin syrup) and Actilosa(prebiotic and Probiotic) and Gynofit(veginal lactic acid gel amd moisturing gel) in entire Dubai market.meeting with all segment doctors and pharmacist in dubai and maintained a good rapo with them.
* Successful sales in the private practice physician's office, hospitals, HMO's, independent and chain pharmacies in Dubai.
* Covering all the area pharmacies hospitals and private clinics in diera, burdubai satwa karama, al qouz and jebel ali. etc..
* Developed market –requirements documents for product business case and and new product features and functionally in cooperation with sales department. .Managed tradeshows, company-sponsored promotions, and many sales and marketing event

**Intellectual Credentials**:

* **Bachelor of Pharmacy**
* Passed with First Class from Rajiv Gandhi University of Health Science, India.
* **Master of Business Administration (Marketing)** - Pursuing –ICFAI University Bangalore, India.

**Professional Training**

* **Amazone Drugs Pvt Ltd** –Has undergone training Industrial training for GMP and its documentation, manufacturing of Tablets, Capsules, Dry Syrups, Oral Liquid and Antibiotics.
* **ISO 9001-2008 QUALITY POLICY-Attended training for cosromer satisfaction by providing excellent costomer service ,efficient logistic support and implimentation of quality management system based on 1S0 9001-2008 conducted as a part of nmc training and development.**
* **PSS & PS:-** Attended a Professional selling skills&

Presentation skills conducted by Achieve Global as a part of

Meyer Training and Development.

**Driving License:**

* Holding valid UAE driving license.

**Personal Details:**

DOB: 12 Nov 1986

Marital status: Married

Nationality: Indian

Languages known: English, Malayalam, Tamil, Hindi & Arabic(Basic)

**Declaration:**

I hereby certify that the above information mentioned is true to the best of my knowledge and belief. If any further information is required, please do not hesitate to contact the undersigned at your earliest convenience.