Curriculum Vitae

Career Objective

I had been around the pharmaceutical industry more than 2 years. My inclination towards

sales can be summed up for almost 2 years starting from consumer sales, pharmaceutical sales and eventually Business Development. I am deeply adept towards the management of territory, customer relations and I firmly believe that my experience in Pharmaceutical sales could be a great value for this company if given a chance. My years of experience have taught me to develop my decision-making process, my tolerance to stress, and most of all in meeting the expectations that was expected from me. I am a result-oriented person, objective, vision-guided individual which I believe is a vital factor needed for a successful Sales Executive.

**Work Experience Summary**

|  |  |  |  |
| --- | --- | --- | --- |
| **Company** | **From** | **To** | **Designation** |
| Vital Health Pharmaceuticals | Dec 2012 | Present | Medical Representative |
| UAE Exchange Centre | Aug 2011 | Nov 2012 | Junior Officer |

**VITAL HEALTH PHARMACEUTICALS, UAE Dec 2012 - Present**

**Roles &Responsibilities:**

1. Arrange appointments with   doctors, pharmacists and hospital medical teams, which may include   pre-arranged appointments or regular 'cold' calls and making presentation of   sample drugs to doctors and nurses.
2. Ethically promote products to the   targeted health-care professionals and securing maximum prescription for the   brands / products.
3. Build and maintain positive working relationship   with Sales Representatives, Marketing team, Finance, Logistics and Stores.
4. Plan and organize personal promotional strategy by   maximizing the Return on Time Investment for the territory/segment by keeping   abreast of product applications, technical data presentations, market   conditions, competitor activities, advertising and promotional trends.   Participate actively in company meetings, trade shows and conventions.
5. Maintain knowledge of   new developments in anticipating potential negative and positive impacts on the business and adapting strategies accordingly.
6. Ensure excellent   knowledge of company’s products along with competitor’s products so as to   promote own brands more effectively. Demonstrate technical marketing skills and company product   knowledge   whenever and wherever required.
7. Plan work schedules along with weekly and monthly   timetables. Report on a daily basis regarding market visits and customer   feedback through the company's reporting system.
8. Contribute to the total effectiveness of the marketing   department, communicating openly, solving problems proactively, offering   creative ideas and working as a positive, engaged team member.

**UAE EXCHANGE CENTRE, UAE Aug 2011 – Nov 2012**

**Junior Officer (Retail Marketing Executive)**

**Roles & Responsibilities**:

* Promoted organization services like Western Union and Xpress Money.
* Our products included National Bonds, Ezitop, NR accounts, Gold Card, smart pay, Telex Transfer.
* To visit the different camps daily and educate the labors about our services and products and our promotions.
* Site remittance on their salary dates for the convenience of the labors. We will go to the camps and do the transactions from the camps.

**Educational Background**

1. Bachelor of Pharmacy Shadan College of Pharmacy,

 Affiliated to (JNTU), Hyderabad – India

Registered Pharmacist

2. Higher Secondary Education Ratna Junior College,

 Board of Intermediate Education,

 Hyderabad – India

3. Secondary Education St.Mary’s High School, Santosh Nagar,

 Hyderabad – India

Computer Skills

**Operating System** : Windows XP, MS Office

**Office Packages** : Fully competent with MS Word, MS-Excel, MS-Power point

**Internet** : Browsing Internet for latest trends in pharmaceutical Industry

Organizational Skills

**Problem Solving** - Able to gather and analyze a wide range of Complex

Information, using Logical Reasoning & Innovative

Solution to Problems

**Leadership** - Ability to develop and influence individuals and

Build an effective team with a proactive and

Enthusiastic approach

**Interpersonal Skills** - Hard working, efficient, ability to deal with Conflicts,

Reliable and responsible work ethic

**Communication** - Effective Presentation and interaction skills to

Educate and captivate listeners

**Empathy** - Building a rapport with people, this encourages trust

And Confidence

Personal Profile

I am energetic, enthusiastic and zealous person, with a passion of learning and dealing with people. Over a period of time I have developed a sense of responsibility towards my duties. I am trained to task completion within a specific period of time at the same time keeping cool and relaxed with high personal integrity and able to relate to and create trust in all. Highly articulate, confident and persuasive team builder, able to motivate and communicate to achieve exceptional performance

Personal Details

Date of Birth : 15thJune, 1986

Gender : Male

Marital Status : Married

Languages known : English, Urdu, Hindi & Telugu.



**Gulfjobseeker.com CV No:** **1484988**