CURRICULAM VITAE 

**Objective:** The crave for being excel in the field of Marketing, Administration and Business development the versatile experience gained around **twenty Three** years in multi-varied multi-dimensional concerns being fore runners having acquired awards and rewards recognized at the top management level naturally inspire confidence in me to take up challenging assignments.

NAME : **FARUKH**

Date of Birth : 01-06-1968,

Native Place : India.

Marital Status : Married

Religion Indian Islam-Muslim

Educational Qualifications : 1**. B. Sc ( Botany, Zoology and Chemistry** )from Sri

 Krishna Devaraya University, Anantapur, A.P.

1. Post Graduate Diploma in Marketing and Sales Management from Andhra Pradesh Productivity Council, Hyderabad.

Other Skills : **Adequate knowledge in Computers.**

 **Experience in creating & implementing** Marketing& sales **strategies
 - Demonstrated advanced Marketing& selling skills and techniques**

 **Excellent written & verbal English language skills
 - Strong negotiation skills
 - Strong overall communication skills
- Problem- solving
- Strong business & financial acumen
- Ability to proactively identify customer business problems.
- Results- driven
- Flexible mentality
- Entrepreneurial spirit
- Independent & autonomous
- Self- motivating
- Team management and time management skills.**

* **Excellent presentation skills,**
* **Excellent analytical skills,**

**Experience** Around **23** years in Sales, Marketing, Administration and

.Business Development

**RECENT EXPERIENCE**

**OVER SEVEN YEARS AS A HOSPITAL ADMINISTRATION AND BUSINESS DEVELOPMENT MANAGER**

**TOTAL EXPERIENCE SUMMARY**

**INDEPENDENT WORK EXPERIENCE 12YEARS**

**WITH MEDIUM SIZE TEAM EXPERIENCE 2 YEARS**

**LARGE TEAM MANAGEMENT EXPERIENCE 9YEARS**

1. **PHARMACEUTICAL SALES&MARKETING 14 YEARS**
2. **LIFE INSURANCE BUSINESS DEVELOPMENT MANAGER 2 YEARS**
3. **HOSPITAL BUSINESS DEVELOPMENT&ADMINISTRATION 7 YEARS**

**From August 1992 to June 1994**

From the beginning of my career worked as a Sales officer in APPLE LABORATORIES based at Hyderabad, AP., a standard company manufacturing extensive nutritional supplements. Being placed at Hyderabad HQ, primarily trained at grass-rout levels at various depts. of the company. After successful completion of the training, I was assigned the task of getting Market Survey, preparing potential customer list, getting business.

**June 1994 to Nov 1996**

 With an aptitude for higher learning and to demonstrate my skills for further better prospects joined MS. PFIMEX PHARMACEUTICALS Ltd., with Hyderabad head quarters as a Senior Sales Officer. The Co. is considers to be pioneering in manufacturing and marketing various pharmaceutical and other multi specialty formulations. Here, I used to appoint dealers, maintaining good relationship with distributors, Appointing new dealers, Expanding market, keen observation and research on market, promoting right product to the right customer, getting orders from hospitals and nursing homes, relevant feedback to the higher authorities, finally achieving given targets. (Rupee wise and unit wise)

# Nov 1996 to Sep 2000

 Worked as a Sales executive in Anglo French Drugs and Industries Ltd. With Kurnool Headquarters. Anglo French is a 75 year old MNC presently with Indian Management having excellent brand equity. Head Office at Bangalore, India.

Here my job involves with above said activities with highly professional approach. Hear I expanded territories, research on new business areas, direct and indirect selling.

# September 2000 to Sep2004

 Worked as a Sales Officer Grade I in **INDIAN** **IMMUNOLOGICALS LTD (**which is a subsidiary of National Dairy Development Board) with Kurnool Headquarters covering four districts in Andhra Pradesh. Indian Immunologicals manufacturing and marketing world class veterinary vaccines and other Pharmaceutical products in Indian Market as well as overseas. Here my job involves market survey, promoting vaccines, and other Animal Health products, getting orders from various dairies institutions and other potential customers, conducting demonstrations in front of the customer and selling the product (direct and indirect selling), conducting product awareness programmers in front of customers, participating product seminars, Appointing dealers, finding potential areas to expand the market, watching competitors activity, relevant feedback to higher authorities, achieving given targets,(unit wise and rupee wise) being a aggressive and pro-active marketing person solving market problems, taking care of entire marketing activity (from creating market demand to collecting money ).

**AWARD WINNER IN SALES FOR THE YEAR 2000 – 2001.**

**ALL INDIA NO. 1 IN SALES FOR THE YEAR 2002 – 2003.**

**AWARD WINNER IN SALES FOR THE YEAR 2003 – 2004**

**Promoted as a Tamilnadu state in charge.**

**As a state in charge managed 6 sales officers guided and motivated to wards discharging of duties and responsibilities to achieve the objectives of the company successfully.**

## From Dec2004 to June 2006

Worked as a Sales Officer with Hyderabad head quarters for FORT DODGE (A DIVISION OF JOHNWYTH **USA**)

Which is a American company. Here my job involves promoting company poultry, veterinary vaccines and other formulations to the customers and veterinary doctors. Achieving given targets unit wise and rupee wise. Demonstrating the products.(direct and indirect selling)expanding new market areas. participating seminars,

**From 2007 June TO March.2009** worked as a Business development Manager for **HDFC Standard Life Insurance** with Kurnool Head quarters having excellent sales record by guiding, motivating and monitoring the sales team.

 **SINCE JUNE 2009 TO TIL DATE WORKING AS A HOSPITAL BUSINESS DEVELOPMENT & MARKETING MANAGER FOR SRI GAYATRI HOSPITALS, KURNOOL. ANDHRA PRADESH. INDIA**

**Major Duties**

**Recruiting, hiring, evaluating assistant administrators, nurses, Doctors.**

**Plan budgets, sets rates for health services,**

**Develop &Expand health programmers, health camps to penetrate new market areas.**

**Develop procedures for quality assurance, patient services, medical treatments, department activities and public relation.**

**Act as liaisons among management , medical staff and department heads.**

**Promotes and maintains effective public relations with governmental, community agencies and individuals.**

**Training, guiding, motivating and monitoring the marketing team.**

**Major responsibilities**

**Responsible for day today operations of the hospital, to coordinate the actions of all departments, and ensure they function as one.**

**Responsible for planning, organizing, directing and controlling all resources departments, and services of the centre, including personnel, financial, facilities, equipment and supplies.**

**Responsible for developing and directing the implementation of the policies and programs in the resources departments and services of the centre.**

**Responsible to see that each days profitability.**

 Responding to incoming emails and phone enquiries.

 Acting as a contact between Hospital and its existing and potential markets.

 Gathering market and clients information

 Representing Hospital at trade exhibitions, events and demonstrations,

 Creating detailed proposals and documents;

 recording sales and information and submitting copies to the higher authorities.

 Reviewing own sales performance, aiming to meet or exceed targets

 Serves as the direct link between Hospitals, Clinics and the Marketing Team

 Managing day-to-day affairs at Hospitals, Clinics and ensuring stakeholder satisfaction

 Develop and update a Client lists (New clients, potential clients, Sales history with a corporate)

 Keep an updated Sales pipeline

 Visit Clients

 Keep a Daily and Weekly TO DO LIST/objectives

 Attend sales meetings

Pass Port

Place of Issue Hyderabad

Date Of Issue 18-02-2015

Valid Up to 17-02-2025

**MY DRIVING LICIENSE**

 **DATE OF 1ST ISSUE                       :     04/01/1993**

 **RENUED AND AGAIN ISSUED ON    :    16/05/2008**

 **VALIDITY                                         :  31/05/2018**

Languages known : English, Arabic, Urdu, Hindi and Telugu,

Mobile No. C/o 0505891826

Email farukh.250064@2freemail.com