**First Name of Application CV No 1620972**

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**PROFILE**

* Sales professional with a proven track record in medical sales.
* Passionate to grow, develop and excel in the field, using excellent sales and assertiveness skills.

**OBJECTIVE**

Work in a competitive sales environment in which focused application of sales skills will achieve success and even exceed the organization’s sales goals and objectives.

**CORE SKILLS & STRENGTHS**

* Strong work ethics – High level of integrity and moral standards.
* Holds medical background – Bsc Nursing graduate.
* Communication skills – Excellent interpersonal, networking, presentation, persuasion, influencing, negotiation and closing skills. Works effectively in a collaborative environment.
* Self-starters – Responsible and self-motivated with positive attitude and tolerance.
* Strong organizational and time management skills.
* Thinks strategically and analytically, multitasks and prioritizes.

**PROFESSIONAL SALES EXPERIENCE**

**Medical & Scientific Supplies** 2012 July – present

* Responsible for promotion of Vascular, Dialysis, Respiratory, Patient Monitoring, Medical and Surgical Disposables Products of COVIDIEN/MEDTRONIC USA , Nipro, Straub Medical , Merit Medical, Angiodynamics, Bastos Viegas, Ranfac, Ruhof , Multimedical, etc..
* Declared top performer in initial sales training class
* Brought territory to 60% market share for Covidien, 135% to goal for Covidien 2014-15, 120% to goal for Nipro in 2013 ,2014 & 2015, 122% to goal for Straub Medical .
* Performed as a link between Principal company and doctors, Engineers and hospital teams – Was constantly present at medical presentations to ensure thorough knowledge/awareness regarding latest/new medical products on the healthcare market.
* Specialized in hands-on knowledge/experience in scores of medicine/medical devices and addressed medical professionals’ questions convincingly.
* Worked independently and as a team to generate professional meetings with health-care professionals in order to sell medicinal products.

**Registered Nurse:**

Apollo Hospitals, Odisha Oct 2009 to May 2012

**EDUCATIONAL QUALIFICATION**

* **Degree in Bsc. Nursing**

Period of Studies : 2005-2009

Name of the Institution : S.C.T. College Of Nursing,Bangaluru, Karnataka

Board/Council : Kerala nurses and midwives Council, India

* **Higher Secondary Studies**

Period of Studies : 2003-2005

Board/University : Government of Kerala Board

Of higher secondary examination

School/college : Mambaram higher secondary school, Mambaram

* **Secondary School Leaving Certificate**

Period of Studies : March 2003

Board/University : Government of Kerala

School : Mambaram higher secondary school, Mambaram

**PERSONAL DETAILS**

Date of Birth : 26-02-1988

Sex : Male

Marital Status : Married

Nationality : Indian

Religion : Hindu