**RESUME**

 **KHASIM**

**KHASIM.291722@2freemail.com**

**CAREER OBJECTIVE:**

 To serve the organization effectively and efficiently by promoting the Organization objectives and thus enhancing my skills further and at the same time apply my creative thoughts and innovative ideas.

 To be associated with a dynamic organization where

I can enhance my skills, which help in achieving my goal.

**EDUCATIONAL QUALIFICATION:**

* Bachelor of Science in Mathematics’ chemistry and physics from Nagarjuna University (Guntur), in 2005.with 60%
* Intermediate from Board of Intermediate Education, (A.P) in 2002.with 65%
* SSC from Board of Secondary School Education, (A.P) in 2000.with 75%

**COMPUTER SKILLS:**

* MS –Office.
* C.

**PERSONAL SKILLS:**

  Possess a strong drive and zeal to perform backed by a track record of brilliant performance.

 Planned sales approach allied with sound market awareness.

      Knack for understanding attitude of doctors and getting them into the fold.

 Effective leader and excellent team player, open to sharing knowledge and guiding members against common mistakes.

 I am interested in traveling and meeting new persons.

 I am excellent hard work person and I am always perform whatever may be the situation.

**Work Experience**

Working as a PRO, at MNR Educational trust and MNR Medical College since Mar-2015 to till date.

Responsibilities**.**

Meeting the Doctors consolidate Academic documents screening and recruiting them in the organization.

 ****Taking care of Medical doctors’ staff should be more than 100%

**** Understand the doctor degrees in various specialties and grades recruiting them as per requirements. And maintain the data for future requirements.

 **** Negotiation with the doctors in their salaries and giving feedback to the management.

**** maintaining the good relation with the doctors by solving their administration issue and make them better attendance. And getting support from him longer duration.

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**** handling the doctors follow up at the time of MCI inspections and make to attend for the inspections.

Worked as a Senior Territory sales executive at Alcon Laboratories Labs

  Accountable for meeting doctors, fixing appointments, selling product benefits and closely tracking sales impact at retailers/pharmacists

 play a key role in budgeting and devising annual business plans.

    Monitor stock positions, Manage a network of wholesalers/dealers liquidate stocks and conduct month-end meetings

Conducting CME Programs on various scientific topics in my territory to the doctors.

 conducting staff education programs in big institutions

 monitoring the orders monthly basis from the key accounts and maintain data for sales Analysis for the improvement of the sales.

ACHEVMENTS,

 First year itself (2012) I am 102% with growth of 105%. And maintaining the same in the 2013.

In 2013 I have given the growth of 120% and overall performance was 130%. As well as key brands.

And I was elected as a star TSE club.

Covered all the major institutions in my geographical area and make the all key accounts in my fold.

 Worked as a Medical Business Associate with GLAXOSMITHKLINE Pharmaceuticals Ltd., since 17th Aug 2008 to December 2011.

# RESPONSIBILITIES

      Accountable for meeting doctors, fixing appointments, selling product benefits and closely tracking sales impact at retailers/pharmacists

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 play a key role in budgeting and devising annual business plans.

    Monitor stock positions, Manage a network of wholesalers/dealers liquidate stocks and conduct month-end meetings

Maintaining the data of entire districts sale and concluding the sales statements of the dealers.

 Play a key role in budgeting and devising annual business plans

 Bagged institutional orders from corporate hospitals.

 Achievements

    I am Regional toper achieved my Year Budget by October month itself with performance of   120% in- 2009.

 consistently achieved targets and completed my year budget in November itself and south India toper consistently -2010 with the performance of 115%.

  Attended award function in the prestigious GSK-STAR CLUB for 2009 which held in Hong Kong- 2010.

  Selected Award function of GSK STAR CLUB- 2010 which will be held in Dibai-2011.

 I am consistently the top performer for Two years 2009, 2010 in the region and won every quarterly award consistently.

 Received all India NO.1 Award for two of prestigious brands of company in- 2010. I am eligible for precious award –AAA- for the year 2010.

 DECLARATION:

                       I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.