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| **DAMODAR KEERTHIPATI** |  | |
| **EXPERIENCE**  **SENIOR EXECUTIVE: Nov 2011 To March 2016**  **LUPIN Ltd.**   * **Over 4.5 years** of professional experience in Logistics, Freight Forwarding, Inventory Management, Customer Services along with strong administrative skills in India. * Strong experience in Logistics, with reputed import / exports houses; this includes competency on processes of clearing and forwarding goods, handling C&F agents, controlling C&F activities, legal formalities, Documentation and procedures etc. * Expertise in preparing and effectively handling operating budget to ensure that procurement goals are met. * Competent in liaising on interdepartmental activities, administration and management of staffs, training and performance evaluation.   **AREA SALES MANAGER:**  **Nov 2009 To Nov 2011**  **LUPIN Ltd.**   * Handling team of 06 medical representatives * Guiding the team and motivating them to achieve given target * Performs one-on-one meetings with pharmacist, doctors * Monitors the supply of drugs as well as inform doctors, pharmacist and nurses of the forthcoming changes * Introduces new products of the organization * Visits hospitals to meet with doctors to persuade them to purchase the products * Compiles data on requirement and supplies products required by customers   **MEDICAL REPRENTATIVE : Aug 2008 To Nov 2009**  **LUPIN Ltd.**   * Arranges appointments with medical professionals like doctors and pharmacists to spread awareness about the drugs and medicines of the organization * Maintains good relationship with nurses and doctors as well as develops contacts with people in the medical world * Educates the advantages of drugs of the organization to doctors and other medical professionals * Organize conferences and studies data to describe new products and develop sales approach.   **Accomplishments:**   * **Lupin Star Club Winner** 2009, 2010, 2011. * Promoted to Senior Medical Sales Representative after less than one year. * Promoted to Area Manager after less than Two years. * Promoted to Senior Executive after less than Two years. * Consistently at top of All India sales performance.   **MEDICAL REPRENTATIVE : Sep 2007 To July 2008**  **BERGEN HEALTH CARE (ALKEM** **LABORATORIES Ltd) HYDERABAD**   * Responsible for sales and marketing at major teaching hospitals in Hyderabad City. * Expanded sales volume by obtaining ten significant formulary approvals in two years.   **CARRER ACHIEVEMENTS:**   * Developed various sales approach by analyzing data of new products * Successfully promoted and sold medicines and drugs manufactured by Lupin Ltd.   **EDUCATION:**   * **MASTER Of BUSINESS ADMINSTRATION (MBA) 2005 To 2007** * **BACHELORS OF COMMERCE (B.com Computers) 2002 To 2005**   **PACKAGES HANDLED IN OFFICE AUTOMATION COURSE:**   * Windows 98, XP * MS Office * Basic internet   **PERSONAL INFORMATION:**  Date of Birth : 11/04/1985  Marital status : Married  Languages Known **:** English, Hindi, Telugu and Tamil  Nationality : Indian | | **OBJECTIVE:**  To obtain the position of an Senior Executive & ASM & Medical Representative in a reputed organization where I can use my acquired experience and abilities to benefit the organization.  **SPECIAL SKILLS:**   * More than 4.5 years of Professional experience in Logistics * More than 4.2 years of professional experience in selling medical products * Good time management and organizational skills * Skilled in developing trust and build good rapport with customers * Good convincing and negotiation skills. * Speak and understand English, Telugu, Hindi and Tamil well. * Can get along with others. * Can work well under pressure and less supervision. * Computer literate. |

**Job Seeker First Name / CV No: 1814928**

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