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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 : 11/04/1985Marital status : MarriedLanguages 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.
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**Job Seeker First Name / CV No: 1814928**

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