311458@gulfjobseekers.com



**MEDICAL SALES REPRESENTATIVE**

 **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.

**OBJECTIVES:**

 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.

 **PROFESSIONAL EXPERIENCE**

* **MACLEODS PHARMACEUTICALS,MUMBAI 26-JUNE 2009- 11 DECEMBER 2015**

 **Medical Marketing Executive**

**HIGHLIGHTS OF SALES PERFORMANCE**

*Sales Initiatives:*

Performed as a link between pharmaceutical company and doctors, pharmacists 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.
* Set up conferences and seminars for doctors, medical staff and professionals so that this information could be relayed optimally
* Promoted and presented company’s pharmaceutical/medical-device products at hospitals, clinics and pharmacies.
* **SHEILD HEALTH CARE , KERALA JUNE 2008- JUNE 2009**

**Medical Marketing Executive**

 **HIGHLIGHTS OF CONTRIBUTIONS**

*Sales Initiatives:*

* Managed hospital and medical center accounts.
* Worked with team managers to create effective business plans for increasing sales in particular areas.
* Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest medicines launched.
* Planned work schedules on weekly and monthly basis with the help of sales team involved in different areas; discussed future targets with each area’s sales manager.

**PROFESSIONAL DEVELOPMENT**

* Attended company’s meetings, and was updated on products briefings to obtain in-depth knowledge on the subject of different medical products and medicines.
* Kept abreast of new developments, predicted positive and negative impacts on the health industry and adapted strategy accordingly.

**OTHER CONTRIBUTIONS**

* Maintained good relationships with medical and administration staff.
* Prepared sales reports and marketing strategies.
* Worked closely with Regional Manager and Area Manager to report on customer feedback.
* Followed up on all prospects and possible quality leads as directed by the seniors.

**EDUCATIONAL QUALIFICATIONS**

* BSc Chemistry Mahatma Gandhi University 2003-2006

 Kottayam, Kerala

* Higher Secondary Board NSS Higher Secondary School 2001-2003

 Karukachal, Kottayam

* Secondary School Leaving St. John’s Baptist Higher 2001

Certificate Secondary School, Kottayam

**COMPUTER LITERACY**

* Familiar with Windows 98/XP, Excel, Microsoft Word 2007.
* Internet surfing and e-mail operations.

**RIVING LICENSE**

**UAE Driving license**

Indian driving license