**CURRICULUM VITAE**

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**Tapan**

**Tapan.332151@2freemail.com**

**OBJECTIVE**

**To grow with a leading organization that utilizes my ability in a most effective manner, and help me realize and develop my potential and to be a part of a team that scales great heights through continuous learning process and utmost dedication.**

**WORK EXPERIENCE**

**USV Ltd. (From Aug 16’ to Nov 16’)**

**Business Executive**

* **Division** : Team Tazloc
* **Products**  : Tazolc Range
* **Head Quarter** : Ahmedabad

**Job Description:**

* + Primary responsibility to promote sales of Tazloc brand of the company.
	+ Conducting Marketing Research and Exploring the New Market in the territory assigned to me and to contribute in the strategic planning process.
	+ To achieve sales targets and ensure collection as decided and convey by superiors and head office from time to time.
	+ Converting Prospective Customers into Potential Clients.
	+ Meet specialized doctors like cardiologist, endocrinologist, diabetologist and M.D physician to convince them for Rx Tazloc brand & generating Secondary sales.
	+ Observing competitors’ strategies and identifying competitors’ prescribers
	+ Pay visit to stockists and ensure booking according to company’s norms and maintain inventory of goods.
	+ Collect, compile and analyze stock statements and convey to superiors.
	+ Ensure availability of Tazloc range at retail chemist.

**Achievements**

* Best All Rounder Performer Award in Central Training Program.
* Achieved Growth of 12% in Sales of Tazloc in DE growing Division.

**Lupin Ltd. (From Sep 15’ to July 16’)**

**Area Business Executive**

* **Division** : Metabolic
* **Products**  : Huminsulin (Lilly), Gloconorm, Telista, Pregastar, Dargen
* **Head Quarter** : Ahmedabad

**Job Description:**

* + Achieving continuously, month after month, predetermined product wise and revenue wise sales targets in the corporate hospital and trade doctors.
	+ Responsible for market research and customer care & services in the territory assigned to me.
	+ Conducting prescription audit regularly within the hospital pharmacy, wards & local chemist to Screen the doctors.
	+ Analyze competitors’ strategies and identifying competitors’ prescribers
	+ Booking orders and ensuring product availability.
	+ Designing strategies (with help from RBM) to increase the product availability & usage in the hospitals & local chemist.
	+ Educating the users about benefits of modern Insulin & demonstrating Humapen (Lilly).
	+ Conducting CME, NEP, PEP within the hospitals to communicate awareness and develop strong customer base.
	+ Meeting stockists / suppliers of institutions regularly and ensuring availability of stocks.

**Achievements**

* Participated & Won in Quest Training Program.
* Honored with gold ship for selling highest product throughout the region.

**New Dimension E Clinic Pvt. Ltd.**  **(From May 14’ to Aug 15’)**

**Business Development Executive**

**Job Description:**

* Develop, plan and execute new products and marketing strategies.
* Improve existing and develop new marketing plans.
* Sales presentations on the proposed solution to clients.
* Provide value-added feedback for product enhancement.
* Monitor and consistently improve customer satisfaction.
* Manage key customer relationships as required.

**Achievements**

* Developed **Four** franchisee within a year.
* Promoted as BDE from a trainee within a period of three months.

**PROFESSIONAL TRAINING**

* Quest Training Program.
* Central Training Program.
* Web based training of Ivy-Smartrep & Cirrius.

**TECHNICAL ABILITIES**

* Good Knowledge of Medicine and Drugs.
* Command over handling Medical equipment.
* Good knowledge of various formulation Processes.
* Marketing and Entrepreneurial Skill.

**COMPUTER SKILLS**

* Well versed with Ivy-Smartrep & Cirrius.
* MS Office.
* Having good knowledge of Internet Operations & Windows operating system.

**STRENGTHS**

* Quick Lerner
* Strong Communication Skill
* Analytical Skill
* Convincing Power
* Open to change
* Capacity to work under pressure
* Comfortable in both Team and Individual Projects
* Self-dependent

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualifications** | **Name of University / College / Institute / Board** | **Year of Passing** | **Marks Obtained / Percentage / CGPA** |
| Bachelor of Pharmacy | Ramanbhai Patel College of Pharmacy, CHARUSAT University | 2014 | 5. 24 |
| HSC (Science) | A.G. High School, GHSEB | 2009 | 51% |
| SSC | A.G. High School, GSEB | 2006 | 85.43% |

**PROJECT DETAILS**

* Completed Comprehensive project on “Business Plan on Auto Retractable Injection Paracetamol and alpha-beta arteether.” in the field of Entrepreneurship.
* Completed Comprehensive project on “Marketing strategy and Establishment of your own pharmaceutical company.” in the course of Marketing.
* Completed Minor Projects on “Marketing Strategy of various Pharmaceuticals” in the course of Marketing. (Mankind, Unison, Troika, Paras)
* Completed project on “Sun and Ranbaxy Merger.” In the course of Marketing and Entrepreneur skills.

**ACEDEMIC TRAINING**

* 42 Days of training at Vital Pharmaceuticals.
* 60 Days of training at Vital Pharmaceuticals.

**EXTRA CURRICULAR**

* National Player of Discus-throw.
* Achieved many Certificates in Sports at District & State Level.
* Core Committee Member of AVALANCHE (RPCP, CHARUSAT).
* Member of Sports Committee at (RPCP, CHARUSAT).

**PERSONAL DETAILS**

Birth Date : 2 nd July 1990

Gender : Male

Marital Status : Married

Nationality : Indian

Visa Status : Visa Required (Outside India)

**LANGUAGES PROFICIENCY**

|  |  |  |  |
| --- | --- | --- | --- |
| **Language** | **Read** | **Write** | **Speak** |
| English |  |  |  |
| Hindi |  |  |  |
| Gujarati |  |  |  |

**HOBBIES**

Sports, Music, Movies & Travel.

**REFERENCES**

References will be provided on request.

**DECLARATION**

*I hereby declare that the information furnished above is true & genuine to the best of my knowledge.*