**Curriculum vitae**

**Nagendra**

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**Objective:**

I would like to join a Fast Growing Organization to obtain a challenging position where I can apply my acquired skills & working experiences in the growing environment, in order to reach at all the steps of excellent growth, good position & Growth of The Organization.

**Professional Experience:**

Having 3 years experience in GIA india laboratories pvt.ltd as a Business Development Executive in the field of sales and marketing . and I have 5-years of experience in pharma industry(systopic laboratories pvt.limited) as a M**edical Representative** in the field of Sales&Marketing. And 8 months of experience in fmcg industry (pkl limited)as a Business Development Executive in the field of sales &marketing.

**Qualification Summary:**

**M.B.A (Master of Business Administration)**

VEL RangaRajan Sekunthala college of management and science.

Affliated to Madras university, Chennai

**B.Com (Bachelor degree of Commerce)**

Govt. Degree College, (Rly) Kodur.

Affiliated to S.V. University, Thirupathi

**Work History**

**Business Development Executive** (15 April to current)

**GIA india laboratories Pvt .limited** ,Hyderabad and Chennai

**Roles& Responsibilities**

* Work with management to develop and implement business development strategy for a defined territory.
* Coordinate with management and clients to identify business development opportunities with existing and new clients.
* Work with the team to achieve short and long term revenue and profit growth.
* Update and maintain customer information database on regular basis.
* Participate in meetings to report business prospect and status updates to management and clients.
* proposals, brochures and various other business informational letters.
* Guide, train and motivate sales team to meet or exceed the sales performance targets.

* Travel to customer sites and tradeshows to promote company’s products and services.
* Attend client conferences and meetings in order to network with new and existing contacts.
* Establish strong customer relationship by providing accurate and timely information to customers regarding inquiries such as products, pricing, and issues/concerns.
* Conduct market competitive analysis to develop roadmap and sales strategy to secure new business.
* Assist marketing team in development of advertising and promotional programs
* Doing cold calling and direct meeting to the customers
* Participating B2B shows and trade shows and exibitions

**Medical Representative** (march, 2008 to 31st march 2013)

**systopic laboratories pvt.limited**., Hyderabad location

**Roles& Responsibilities**

• Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling;

• Making presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors, and pharmacistsinthe retail sector.

• Organising conferences for doctors and other medical staff;

• Building and maintaining positive working relationships with medical staff and supporting administration staff e.g.receptionists;

• keeping detailed records of all contacts and reaching annual sales targets;

• planning work schedules and weekly and monthly timetables. This may involve working with the area sales team or discussing future targets with the area sales manager

• Regularly attending company meetings, technical data presentations and briefings;

• keeping up with the latest clinical data supplied by the company and interpreting, presenting and discussing this data with health professionals during presentations;

• Monitoring competitor activity and competitors' products;

• Staying informed about the activities of health services in a particular area;

• working with team managers to plan how to approach contacts and creating effective business plans for making sales in a particular area.

• Follow up of distributors &chemists in the assigned territory.

**Business Development Executive** (june 2007 to jan 2008)

**Pkl limited . ,** Hyderabad location

**Roles & responsibilities**

* Accountable for retaining the existing dealers and increasing the clientele.
* Going for Instuitional Sales under Corporate gifting scheme for employees.
* Designing the Promotional Activities for newly Launched products suitable for allover India.
* Identify prospective clients (Individual &amp; Institutional), and also generate business from existing accounts &amp; achieving targets.
* Implementing reporting systems and preparing reports for monitoring Business performance

**Packages Known**

* Ms-Office (Ms-word, Ms-PowerPoint, Ms-Excel).

**Personal profile**

            Date of Birth  :     12/05/1985

            Gender  :      Male.

                   Marital Status     :     Single.

     Nationality  :    Indian.

            Languages known :     English, Telugu,  Hindi,tamil

**Declaration**

             I hereby assure that the information that has been provided above is true to the best of my knowledge.

Place:

Date