|  |  |
| --- | --- |
| ***RAM*** ***RAM.337222@2freemail.com*** | ` |

**Career Outline**

* Dynamic, energetic Senior Marketing Manager with more than 21 years of experience in Sales & Marketing, Management skills in Pharmaceutical, Insurance and Health Care Industry.
* Dexterous in evaluating market dynamics by conducting consumer and market research and ensuring broader product reach &penetration for Market development
* Well versed in developing, evaluating, and prioritizing sales tasks to win business
* Demonstrated abilities in implementing competitive strategies for generating sales and
* Increasing market share towards achievement of turnover & bottom line targets An effective communicator with good interpersonal, planning, leadership and problem solving skills

**Employment Narrative**

**Company 5: Gargash Insurance Service Co LLC**

**Position:** Executive Sales Consultant

**Industry:** Life and Investment Division

**Duration:** June 2016 to till date

**Place:** Abu Dhabi, UAE

**Responsibilities:**

* Telecalling is made on the daily basis to fix an appointment
* Fact find is done in a proper manner and help the clients to have better financial planning.
* Based on the Fact Finding & Priories the products/plan is designed and fix the second appointment.
* Detail Illustration is explained to the customer .
* Processing the filled application to the concern department to get the policy issued.
* Handover the policy documents and get the feedback form filled
* Update on the Fund performance to the clients every 3months once.
* Attending the monthly meeting to grab the information about the offers and schemes given to us.
* Follow up calls in made has per the client’s requirement without fail.
* Help the customers for all other kinds of insurance eg. Car insurance, medical insurance, general insurance etc

**Company 4: NATIONAL GENERAL INSURANCE P.J.S.C**

**Position:** Sales Consultant

**Industry:** Life Insurance

**Duration:** Nov 2015 to May 2016

**Place:** Abu Dhabi, UAE

**Responsibilities:**

* Approaches potential clients by utilizing mailings and phone.
* Understand their insurance protection and investment needs.
* Identify and recommend solutions that best fit their requirements.
* Offer the prospect or existing customer a complete product portfolio.
* Complete the formalities necessary to get the policy issued.
* Keep in touch with customers to ensure that their service requests towards policies are managed properly.
* Customize insurance programs to suit individual clients.
* Handle policy renewals.
* Maintain electronic and paper records.
* Help policyholders settle claims.

**Company 3: Marclay Labs Pvt Ltd**

**Position:** Zonal Sales Manager/Regional Sales Manager

**Industry:** Pharmaceuticals

**Duration:** April 2012 to September 2015

**Place:** India

**Responsibilities:**

* Managed entire Sales with a team of Area Sales Managers and Representative
* Achieved regional sales objective through recruiting, selecting, training employees in assigned regions
* Arranged, observed, assessed, and reviewed set targets while enforcing policies procedures
* Established sales objective through creating sales plan and motivating team in achieving them
* Recommended product lines by identifying new products, product packaging, and service changes
* Maintained and expanded customer base by coordinating with sales representatives building and maintaining rapport with key customers; identifying new customer opportunities

**Achievements:**

* Successfully launched 8 new brands in a single year
* Registered more than 50% growth for the year 2010-11 and 2011-12

**Company 2: Max New York life Insurance Pvt Ltd**

**Position:** Sales Manager

**Industry:** Insurance

**Duration:** April 2008 to March 2012

**Place:** India

**Responsibilities:**

* Managed sales operations, including recruiting, training, motivating, training and managing team of agents to accomplish the pre-set sales objectives
* Carried out detailed market study to analyze the latest market trend movements
* Developed and implemented innovative business development strategies for driving new business
* Forecasted the business targets on Relationship Management with an orientation towards sales

**Achievements:**

* Developed a strong Agency of 39 Agents, the highest in Hyderabad GO-4
* Recorded Highest Cases – 258 (2008-2009)
* Awarded with Sales Manager of the month for ten months in a span of 24 months
* Rewarded with most prestigious award of the branch,Sales Manager Of The Year 2008-09
* Achieved Highest Productivity of 1.6 Crores in a single year -2009
* Bagged Persistency Award for retaining Maximum Cases
* Created two MDRT Agents

**Company 1: Alembic Limited**

**Position:** Medical Representative,Area Manager

**Industry:** Pharmaceuticals

**Duration:** April 1994 to March 2008

**Place:** India

**Responsibilities:**

* Handled a team of Medical Representatives
* Met with the doctors as data provided by the company in assigned area by the management
* Done market survey by chemist and identifying the potential doctors
* Persuaded the doctor on parameters of brand superiority on competitors brand
* Kept an eye on competitor activities, Doctors and chemist on level of brand usage
* Ensured the marketed product is available at nearest chemist to consumers
* Monthly wise collected the orders from stockiest and forwarded to carriage and freight in minimum budget

**Achievements:**

**As a Area Manager**

* As AM exceeded sales target by achieving 130% in the very first year
* Developed Innovative Sales Programmes which resulted in sharp increase in sales of specific brands
* Developed Good Human Relations with Sales Team to get positive results
* Won a trip to BANGKOK in March 2006, for Outstanding Sales Performance in the year 2005-06
* I Was awarded Best Area Manager (Growth) in Hyderabad region
* Won a LAPTOP for achieving Highest Productivity
* Also won gifts like Air conditioner, refrigerator, and microwave as incentives called Ghar BharLo for developing brands

 **As a Medical Representative**

* Built strong brands like ROXID and AZITHRAL
* Worked in various divisions of Alembic with excellent Sales Performance every year
* Trained more than 18 New Recruits in the area of Field Sales and helped them to excel in their job
* Co-ordinated with 8 Area Managers and Second Line Managers and achieved yearly targets
* Won the Star Performer Award 4 times

**Academic**

* Bsc (Mathematics) – Bachelor’s Degree

**Personal Vitae**

Date of Birth : 26-12-1972

Nationality : Indian

Marital Status : Married

Language Proficiency : English, Hindi

Visa Status : Employment visa

**Declaration:**

 I hereby declare that the above particulars given are true and faith to the best of my knowledge and belief.

Yours Sincerely,