**IMRAN, BSc (Mathematics)**

**IMRAN.338000@2freemail.com**

**Career Objective**

I have a vision and very much committed towards my vision with a total of 16 years of experience including more than 13 years of Pharmaceutical marketing and seeking the Medical Representative Manager position for my career enhancement with utilization of my interest, credentials and work experience in the field of medical towards professional growth and development.

**Summary of Skills**

* More than 13 years of professional experience in selling medical products and managing sales team
* Extensive knowledge of complex medical terms and procedures
* Good time management, Leadership and Organizational skills
* Skilled in developing trust and build good rapport with customers, Doctors and Distributors
* Excellent command over written and verbal communication
* Good convincing and negotiation skill
* Familiar with major computer applications like MS Word, PowerPoint, Excel and the Internet
* Flexibility, result-oriented with good sales skills

**Academic Profile**

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| --- | --- | --- |
| **Name of Degree** | **University** | **Class** |
| **BSC (Mathematics)** | SIKKIM UNIVERSITY | Second Class |
| **H.S.C (Science)** | MUMBAI UNIVERSITY | Second Class |
| **S.S.C** | MUMBAI UNIVERSITY | Second Class |

**Career Achievements**

* Developed various sales approach by analyzing data of new products
* Successfully promoted as Territory Manager followed by Area Business Manager and Regional Sales Manager and currently working as Sales Manager
* Achieved more than expected sales and led to the tremendous growth of the organization

**Experience and Skills**

**ARIHANT ENTERPRISE PVT LTD Since 2011**

Mumbai, India

* Working as a **Sales Manager** in packaging drinking water
* Launched multiple new techniques with involvement in their design, packaging, marketing strategies and distribution channels where products would be more effective in the market
* Build profitable relationships with the customers by providing support before, during and after selling seasons to instill respect and trust in accounts
* Managing efforts to grow new business, increase existing revenue and provide top level customer service to current accounts.
* Analyzing sales routes, territories and responsibilities to ensure efficient use of time and resources.
* Hold status meetings with sales staff to create strategies and define prioritized tasks.
* Recruiting, training, coaching and mentoring new sales associates and mid level sales managers.
* Identifying sales best practices and implement process improvements to increase productivity and efficiency.

**CELON LABORATORIES PVT LTD 1 YEAR**

Mumbai, India

* Worked as a **Area Business Manager** and later promoted to **Regional Business Manager** for a period of 1 year
* Organized conferences and studies data to describe new products and develop sales approach for the team
* Conducted onsite seminars for distributor representatives and customer service personnel to describe product lines and highlights

**VHB LIFE SCIENCES PVT LTD 5 YEARS**

Mumbai, India

* Worked as a **Territory Manager** for 3 years and was responsible for handling and managing a team of 22 members and associated 10 areas.
* Promoted as **Area Business Manager** and managed 10 teams and areas for a period of 2 years
* Educated the advantages of drugs of the organization to doctors and other medical professionals
* Provided intensive training to the team and motivated team to overcome hurdles and achieve the desired sales target as per company norms.
* Collaborated with sales and general manager to design a yearly marketing plan as well as marketing guidelines

**BIOCHEM PHARMACEUTICAL INDUSTRIES LTD 2 YEARS**

Mumbai, India

* Responsible for selling and marketing of pharmaceutical drugs, health care products and supplies, especially antibiotics and injectables.
* Introduced new products of the organization and visited hospitals to meet with doctors to persuade them to purchase the products
* Compiled data on requirement and supplied products required by customers
* Arranged appointments with medical professionals like doctors and pharmacists to spread awareness about the drugs and medicines of the organization
* Maintained good relationship with doctors as well as developed contacts with people in the medical world

**BPL Communication Ltd 3 YEARS**

Mumbai, India

* Worked as a Computer Operator in BPL Mobile Communication Ltd for 3 years.
* Have known with various useful methods of accountancy, multi line telephone controlling and documentation and filing of all related data.

**Soft Skills**

* Hardworking, self confidence and desire for continuous learning and sharing knowledge. I accept all my mistakes and failures positively and ensure that I would not repeat it next time
* Flexible to work at any location across the world and under pressure
* Good leadership, analytical, problem solving and time management skills
* Positive attitude and innovative thinking and perseverance and stringent towards the destination

**Hobbies**

* Sharing and exchanging Views and Ideas on any aspects
* Travelling different places and interacting with new people
* Music and Driving
* **Date of Birth**: 15 Jun 1980
* **Age:** 36 years
* **Sex:** Male
* **Marital Status:** Single
* **Nationality:** Indian
* **Linguistic Proficiency:** English, Hindi, Marathi and Urdu

**Declaration**

I consider myself familiar with all pharmaceuticals products and related aspects. I am also confident of my ability to work in a team & I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Date:

Place: DUBAI, UAE