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|  **PAVAN** **PAVAN.340346@2freemail.com** |

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|  C:\Users\BOK\Documents\PAVAN PHOTO0006.jpg**Personal Details****DOB : 23.06.1984****Status: Married** **Date of issue:****28/01/2016****Date of Expiry:** **28/01/2026****Nationality : Indian****Visa: Residence.**Strengths* **Ability, Interest and willingness to learn.**
* **Excellent Communication Skill.**
* **Adaptability to Change.**
* **Ability to work in shift.**
* **Great team worker, diligent and honest.**

 | APPLICATION FOR THE POST OF MEDICAL REPRESENTATIVE Seeking a challenging andresponsible position in Pharmaceutical field and to utilize my skill and experience towards professional growth and development in a renowned organization as well as, helping me advance in my career. To use my talent and skills to serve mankind and to create a better tomorrow.  Career Graph 6 Years* Pharmacist for LIFE HOME HEALTH CARE GROUP, U.A.E.(JAN 2015 TO JAN 2017)
* Dispensing of prescription &Non-prescription drugs with additional clinical advice to the customer.
* Stock maintenance &Expiry management.
* Selling (up selling & cross selling)
* Customer relationship management.
* Optimizing Inventory and regular checks for stock.
* Maintaining customer relationship keeping focus on business enhancement.
* Maintenance of documentation for GRV sheet and Control medicines data.
* ELIXIR PHARMA, HYD, INDIA (AUG 2012 TO SEP 2014).(NEURO PSYCHIATRY DIVISION)
* To conduct regular visit to physician discuss product knowledge and marketing strategy.
* Improve customer base by looking out for new marketing avenues.
* Develop institutional Business form the region.
* Ensure discipline and team spirit and execution of strategy.
* Elite Doctor Relationship management.
* Responsible for conducting marketing strategy around the territory
* To monitor competitive environment in the assigned area and to provide positive and negative feedback to the management.
* Ensure good customer service and customer coverage as per the Norm.
* Effective implementation of prelaunch/launch campaigns strategies for the assigned product in my territory.
* Optimizing inventory, supply & to expedite customer requirements.

 Contribute to achieve 100 percent targets before the assigned time.* + **As a Dispensing Supervisor in KARSON’S PHARMACY: (Kent, England): Jan-2010 to Feb-2012.**

Academic Background **Masters** with specialization in **Formulation Science** from **University of Greenwich** **Medway, UK** in 2009.**B. Pharmacy** from Jawaharlal Nehru technological University, India in 2008.**Diploma in Pharmacy**, Raichur, Karnataka, India-2005iindustrial training**WINTAC LTD, BANGALORE INDIA****Training underwent for:****Stores** **Granulation****Compression****Packing** **Quality control & Quality Assurance** cOMPUTER LITERACY* **Operating Systems: Windows 98/NT/2000/XP/windows 8**

 licenture * **UAE Motor Driving license**

iPackages**At ease with common applications of MS Office Work Suite:** * MS Word
* MS Excel
* MS Power Point

**Languages Known.**English, Hindi, Telugu and Arabic (A beginner).**Declaration.**  **I hereby declare that the above information given by me is true to the best of my knowledge and belief. I assure you that I will be a successfully person in your concern by fulfilling my duties and responsibilities.** |
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