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|  | **Rajasekhar****Rajasekhar.361933@2freemail.com** |

**PROFESSIONAL SYPNOSIS**

* Acquired an experience of 33 years in sales and Marketing
* A self starter with entrepreneurial management skills having around 33 years of qualitative experience in sales, marketing and business development in the INDIAN and BAHRAIN markets.
* An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

**KEY STRENGHTS**

* Ability to envision creative sales strengths and programmers, then follow thoroughly on the details to ensure successful implementation
* Adapt at opening new accounts with challenging customers in fast paced environments
* Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles
* Ability to perform well on both independent contributor and team member.

**CAREER HEIGHTS**

**VILLA INDIA,**

**HQ – Chennai**

 **2012 till Date**

**Sales Manager,**

**AlphaBio Implants and Dental Equipments**

* Responsible for the business of 4 Southern states of Tamilnadu.
* Converting sales through face to face sales negotiation with Medical practitioners, Hospitals and clinics.
* Recruitment of staffs for the team and successfully deploying them.
* Managing the key accounts and analyzing the sales through invoices.
* Reporting to the MD responsible for a product line of Implants and Equipments.
* Launched new Dental products.

**EQUINOX SALES INDIA**

**HQ – Chennai,Tamil Nadu**

 **2011 To 2012**
**Regional Sales Manager,**

**Dental Implants**

Achieved high revenue growth in Tamil Nadu, India including daily operations, budgeting and inventory control.

**MANAMA IMPORT & EXPORT EST**

**HQ – Kingdom Of Bahrain**

**2009 to 2010**

**Sales Executive**

**Dental Materials, Instruments & Equipments**

Exhibited remarkable success in planning and implementing launch of dental division and Raised revenue up to Bahrain Dinar 25,000 in the first year.

* Organized and implemented new sales strategies which increased sales by 25% next year.
* Increased account base by 45% through assertive sales and consistent follow-up
* Established network of loyal buyers by developing rapport through customer support.

 **DENTAL WORLD & MEDICAL SUPPLIES**

**HQ - Kingdom Of Bahrain**

**2006 to 2008**

**Sales Executive**

**Dental Materials, Instruments & Equipments**

Stupendous sales presentation and plan to buyers of dental products And Equipments.

* Visited existing customers to assure continued sales and establish loyal business relationships
* Attended VOCO GMBH product training in Germany.
* Attended ADEEC and Arab Health in Dubai.

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**BALAJI SURGICAL**

**HQ - CHENNAI, INDIA**

 **2003 to 2005**

**Sales Executive**

**Dental Materials, Instruments & Equipments**

Implemented plans & budgets to achieve business target for Kavo Range of Equipments and Orthodontic players and materials used in day to day orthodontic practice.

* Solved problems of customers who add service problem with Kavo Chair by organizing the service person to attend the problem.
* Visited hospitals and medical centers for quality assurance and development in plans.

**DENTAL PRODUCTS OF INDIA LTD**

**HQ – Chennai,Tamil Nadu.**

**1993 to 2002**

**Sales Executive,**

* Worked as an efficient and target-oriented sales [professiona HYPERLINK "l](http://www.freesampleresumes4u.com/sample-pharmaceutical-sales-resume-1/) with a commendable record of consistent performance an achieving fixed targets an often exceeding the expectations.
* Appropriately assessed the requirements of the dentists and suggested purchasable equipments and dental materials.
* Coordinated with doctors and assistant in different developmental issues and implemented [strategies](http://www.freesampleresumes4u.com/sample-pharmaceutical-sales-resume-1/) to evaluate and improve services.
* Prepared presentations on the utility of various dental equipments and dental materials for the knowledge of doctors, assistant and the administrative authority of hospital.

**CIPLA**

**HQ – KARIMNAGAR, Andra Pradesh**

**1984 to 1992**

**Medical Representative***.*

* Developed and managed promotional activities aimed at enhancing product awareness.
* Successfully developed loyal relationships with key targeted physicians, such as Cardiologists, Endocrinologists, and Primary Care Physicians.
* Developed and implemented territory call plan and routing schedule.

**ACADEMIC QUALIFICATION**

BSC (Chemistry) - Madras University, Chennai, TamilNadu, India.

**COMPUTER SKILLS**

* Microsoft Office.
* Web Surfing

**PERSONAL PROFILE**

Date of Birth : 21st July 1962

Nationality : Indian

Marital Status : Married

 Language : English, Hindi, Tamil, Telugu, Kannada &

 Malayalam

I, hereby declare that the information given above is true and best of my belief.

Date: