

**GOPAL**

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**Professional Objective:**To grow and build my career with an organization where I can put my knowledge and skills long, and grow with the organization.

**Executive Profile:**Sales and Marketing professional with more than 7 and a half years of experience in the domain of Pharmaceutical, Medical Devices and NGS based test markets. Has proven track record in increasing market share of organization for assigned Business Territories, consistently outperformed competition to achieve bottom-line.

**Key attributes:**

* Highly motivated & Focused in meeting professional objectives.
* High energy with a 'go-getting' attitude to meet targets.
* Proactive learner with a flair for adopting emerging trends & addressing industry requirements to achieve organizational objectives.
* Good business communicator.
* Ability to present ideas &Concepts.
* Planning and execution of Business Strategies with precision.
* Creating local strategies based on the market demand.

**Professional Skills:**

* Strategic Market Analysis.
* Sales Forecasting for Business Objectives.
* Systematic and Refined approach to Client prospecting & Requirement.
* Sales data analysis.
* Customer Relationship Maintenance.
* Key Accounts management.

**Business Skills:**

* Good convincing skills.
* Good analytical and problem solving skills.
* Hard working.
* Passionate about my work.
* Excellent interpersonal, analytical and negotiation skills.

**Work Experience:**

**Employer: Koye Pharmaceuticals**

**Period:** May 2015 to Present

**Role:** Regional Manager (Trade and Hospital Sales)  
**Job Location:** Bangalore, India.

**Responsibilities:**

* Generate sales opportunities by identifying appropriate business targets, executing a strategic sales process.
* Handling Respiratory products across Bangalore.
* Meeting Pulmonologists, Consultant Physicians, Cardiologists, ENTs, and Diabetologists.
* Covered major Hospital like Apollo, Fortis, Bangalore Hospital, SDS, Manipal Hospital, Sagar Hospitals in the territory of Bangalore, Southern India.
* Building executive relationships, articulate product and business strategies.
* Providing overall accountability for business growth.
* Negotiating terms of business with clients to achieve win/win results that provide the basis for strong on-going relationships.
* Working in the business development segment of the company, through direct promotion of the international brands and research molecules to the doctors.
* Identifying improvement areas & implementing measures to maximise customer satisfaction levels.
* Building and maintaining good team spirit and relations.

**Key Accomplishments:**

* Attained 1st rank on all India basis in training program.
* Inducted 4 new employees as part of assignment in Bangalore and Mangalore.

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**Employer:Merck Pharmaceuticals.**  
**Period:**Dec 2013 to Apr 2015

**Role:**Scientific Sales Executive(Cardio diabetic portfolio)  
**Job Location:** Bangalore, India.

**Responsibilities:**

* Generated sales opportunities by identifying appropriate business targets, securing high-level appointments and executing a strategic sales process.
* Maintaining close relation with patient database and keep them engaged through various activities.
* Managed multiple Key Accounts and Key Opinion Leaders.
* Proper utilization of resources and investments for maximizing results and own overall accountability for business growth within territory.

**Key Achievements:**

* Attained 3rd rank on All India basis and 1st rank on south India basis in training program.
* Achievement of 100%+ of targets for entire tenure of service.

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**Employer:Wockhardt Pharmaceuticals Private Limited.**  
**Period:July** 2010 to Dec 2013

**Role:**Territory Manager  
**Job Location:** Bangalore, India.

**Responsibilities:**

* Managed sales process in a targeted account base, including demand generation, forecasting, sales presentations, short-term and long-term opportunity management.
* Has worked in the business development segment of the company, through direct promotion of the international brands and research molecules to the doctors.
* Developing new clients and negotiating with them for securing profitable business
* Building and maintaining good team spirit and relations.
* Identifying improvement areas & implementing measures to maximise customer satisfaction levels.

**Key acheievements:**

* Entry of product into Apollo Hospital.
* Tender participation and product entry into Government institutions and Private Hospitals.

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**Education:**

* 10th from KMMI, under WBHSE in 2003
* 12thfrom KAMHS under WBSE in 2005
* Bachelor in Biotechnology from Bangalore University in 2010

**Technical Skills**: Microsoft Office.

**Personal Information:**

Date of Birth : 26th Feb. 1985

Marital Status : Single

Gender : Male

Languages Known : English, Hindi, and Bengali.

Father’s Name : Bablu Saha

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.

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Place: Dubai

Date: DD/MM/YYYY GOPAL