Curriculum vitae

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Objective:

I would like to join a Fast Growing Organization to obtain a challenging position where I can apply my acquired skills & working experiences in the growing environment, in order to reach at all the steps of excellent growth, good position & Growth of The Organization.

Professional Experience:

Having 3 years’ experience in GIA India laboratories pvt.ltd as a Business Development Executive in the field of sales and marketing. And I have 5-years of experience in pharma industry (systopic laboratories pvt.limited) as a Medical Representative in the field of Sales &Marketing. And 8 months of experience in fmcg industry (pkl limited) as a Business Development Executive in the field of sales &marketing.

Qualification Summary:

M.B.A (Master of Business Administration)

 VEL RangaRajan Sekunthala College of management and science.

 Affliated to Madras University, Chennai

 B.Com (Bachelor degree of Commerce)

 Govt. Degree College, (Rly) Kodur.

 Affiliated to S.V. University, Thirupathi

Work History

Business Development Executive (15 April 2013 to till date )

GIA india laboratories Pvt .limited ,Hyderabad and Chennai

 Roles& Responsibilities

 Work with management to develop and implement business development strategy for a defined

 Territory.

 Coordinate with management and clients to identify business development opportunities with

 Existing and new clients.

 Work with the team to achieve short and long term revenue and profit growth.

 Update and maintain customer information database on regular basis.

 Participate in meetings to report business prospect and status updates to management and

 Clients.

 Proposals, brochures and various other business informational letters.

 Guide, train and motivate sales team to meet or exceed the sales performance targets.

 Travel to customer sites and tradeshows to promote company’s products and services.

 Attend client conferences and meetings in order to network with new and existing contacts.

 Establish strong customer relationship by providing accurate and timely information to customers

 Regarding inquiries such as products, pricing, and issues/concerns.

 Conduct market competitive analysis to develop roadmap and sales strategy to secure new

 Business.

 Assist marketing team in development of advertising and promotional programs

 Doing cold calling and direct meeting to the customers

 Participating B2B shows and trade shows and exibitions

Medical Representative (march, 2008 to 31st march 2013)

systopic laboratories pvt.limited., Hyderabad location

Roles& Responsibilities

 Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling;

 Making presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors, and pharmacistsinthe retail sector.

 Organising conferences for doctors and other medical staff;

 Building and maintaining positive working relationships with medical staff and supporting administration staff e.g.receptionists;

 Keeping detailed records of all contacts and reaching annual sales targets;

 Planning work schedules and weekly and monthly timetables. This may involve working with the area sales team or discussing future targets with the area sales manager

 Regularly attending company meetings, technical data presentations and briefings;

 Keeping up with the latest clinical data supplied by the company and interpreting, presenting and discussing this data with health professionals during presentations;

 Monitoring competitor activity and competitors' products;

 Staying informed about the activities of health services in a particular area;

 Working with team managers to plan how to approach contacts and creating effective business plans for making sales in a particular area.

 Follow up of distributors &chemists in the assigned territory.

Business Development Executive (june 2007 to jan 2008)

Pkl limited . , Hyderabad location

Roles & responsibilities

Accountable for retaining the existing dealers and increasing the clientele.

Going for Instuitional Sales under Corporate gifting scheme for employees.

Designing the Promotional Activities for newly Launched products suitable for allover India.

Identify prospective clients (Individual &amp; Institutional), and also generate business from existing accounts &amp; achieving targets.

Implementing reporting systems and preparing reports for monitoring Business performance

Packages Known

 Ms-Office (Ms-word, Ms-PowerPoint, Ms-Excel).