# RAMESH

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**Please include a photograph**

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## Date of Birth: 27th Sept 1985 | Nationality: Indian |

##### **SALES COORDINATOR ●● PHARMACY LECTURER ●● LABORATORY & QUALITY CONTROL ●● PHARMACEUTICAL**

##### Targeting research industry, seeking a challenging assignment in the Pharmaceutical, Sales and analysis with multi-faceted competencies seeking to delve in the areas of sales, marketing & research portfolios to shoulder broader responsibilities, thereby attaining career advancement

##### **PROFESSIONAL SNAPSHOT**

* Competent, dedicated, and compassionate healthcare professional equipped with strong qualifications honed over extensive experience of **more than 2 years** in **Mova Pharmaceuticals Pvt Ltd, Chennai, India** as **SALES COORDINATOR** and also **2 years** in developing and implementing effective Academic field in **Victoria international college, Malaysia** as **PHARMACY LECTURER.**
* An accomplished pharmacist with hands on experience in the area of Sales & Marketing, Academic faculty and Regulatory Affairs and comprehensive exposure to Chemical field.
* Possesses a talent for analyzing problems, developing and simplifying procedures, and finding innovative solutions
* Demonstrated ability to efficiently prioritize a broad range of responsibilities in order to achieve maximum level of operating effectiveness
* Profound knowledge of HPLC, TLC, Wet chemistry and Spectrophotometric analysis of various drugs
* Experience in establishment, operations and maintenance of laboratory quality management system in compliance with ISO standards
* Expert in subject areas possessing strong commitment to ensure the Science curriculum is able to be delivered efficiently and safely at all times throughout the year
* Profound ability to monitor work spaces and environment to identify and then refer any maintenance issue which could potentially impact upon student and staff wellbeing
* Effectively utilize exceptional planning, prioritizing & goal setting skills in assessing conditions
* Utilizes expertise in safety systems to investigate status of reports and perform database queries for reconciliation purposes
* Analytical & detail-oriented, with tremendous comprehension of medical as well as clinical data terminologies coupled with well-honed expertise in indexing and abstract writing .

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| **EDUCATION**  * **Masters in Pharmaceutical Sciences** - University Of Greenwich (UK) - 2010 * **Bachelor in Pharmacy** - MGR University, India - 2008  **THESIS SUBMITTED**  |  |  | | --- | --- | | **Masters** | The primary aim of the study was to “**Control release of Ceftriaxone disodium from zinc polycarboxylate cement using HPLC**” with responsibility for undertaking quantitative determination of the ingredient, using the Reverse phase HPLC Analytical Technique. | |  | | | **B. Pharma** | “**Microencapsulation of Glicazide by solvent evaporation method**” - The main aim of the project was to develop sustained release micro particles of glicazide using suitable polymer and to increase patient compliance and to promote better diabetic therapy by using HPLC & Disso apparatus. | | **Trainings attended**  * Trained in Introductory & Intermediate practical HPLC courses * Submitted a workshop report as a part of 95th Indian Science congress(MGR University, India; 2008) * Received Pharmacy registration (Tamil nadu State Pharmacy Council, India; 2008)  **LINGUISTIC PROFICIENCY**  * Professional working proficiency in English with an overall score of 6 bands in IELTS |

##### **EMPLOYMENT HISTORY**

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| Organization | Designation | Duration |
| Mova Pharmaceuticals Pvt Ltd, Chennai, India | Sales Co-ordinator | Sep 2015- Jan 2018 |
| Victoria International College, Malaysia | Head of Department cum Pharmacy Lecturer | Jul 2013 - Jul 2015 |
| A.K.R.G. College Of Pharmacy, India | Lab Technician | Nov 2012 – Jun 2013 |
| Kings Way Pharmacy, Eastham, UK | Chemist | Nov 2011 - Oct 2012 |
| Ennogen Limited, UK | Regulatory Affairs Associate | Feb 2011 - Sept 2011 |

Significant contributions as a **Sales Coordinator**

* Responding quickly and efficiently to all in-coming sales enquires by Telephone, Fax & E-Mail.
* Input orders to the company’s system and ensure that orders are processed in line with customers’ delivery requirements.
* Preparing Purchase requisitions, Delivery requisitions, quotations, sales forecasts, monthly sales reports, LPO and related documentation.
* Conducting regular customer visits and maintaining key accounts.
* Maintaining Master list of all customers and suppliers for the Sales team.
* Other Administrative work as required by the department.

Significant contributions as a **Head of Department cum Pharmacy Lecturer**

* Conducted the subject lectures regularly, keeping an eye on the understanding of the students.
* Responsible for the departmental administrative tasks.
* Arranged expert meets for students on a periodic basis to create an interest about the subject.
* Encouraged students to build committees among themselves.
* Provided students with information outside the classroom such as the future prospects in the subject, the competitive exams, etc.
* Assessing students course work and material.
* Prepared monthly reports for senior managers.
* Organized, implemented and monitored programmes and assessments.
* Carried out practical sessions with explanation about the purpose of the experiment and the procedures that follow to seek results.

Significant contributions as a **Lab Technician**

* Participated in the organization of all courses related to science department
* Carried out practical in a safe environment which reduces the likelihood of accidents occurring
* Monitored all of the supplies used in the lab and restocking them as needed
* Evaluated and graded students class work, laboratory performance, assignments and papers
* Ensured that all caps and tops of reagent bottles are firmly fastened to prevent spills or leakage
* Put back all the reagents and equipment in the designated place after the lesson ends
* Maintained students attendance records, grades, and other required records

Significant contributions as a **Chemist**

* Dispensed prescriptions from doctors and playing a vital role in providing quality healthcare to patients
* Provided a range of services related to specific health related issues and giving advices on minor elements
* Created sales and distribution of prescription medications
* Handled ordering of medicines from the companies
* Handled cash to the Manager at the end of the shift
* Solved customers doubts and problems regarding drugs

Significant contributions as a **Regulatory Affairs Associate**

* Ensured that the company products comply with the rules and regulations of the MHRA
* Supervised and managed regulatory inspections
* Maintained record of the products marketing
* up to date with the company product range
* Arranged wholesale contracts from different companies from different countries
* Prepared submission of license variations and renewals to strict deadlines
* Observed whether the drug are tariff or non-drug tariff according to MHRA

##### **AVAILABILITY**

* Planning to relocate on immediate basis possessing no bond obligations

##### **REFEREES: AVAILABLE UPON REQUEST**