Curriculum Vitae



**RAKESH**

Email: [rakesh.390325@2freemail.com](mailto:rakesh.390325@2freemail.com)

PERSONAL SUMMARY:

A result driven committed and articulate sales oriented representative with excellent communication skills. Having skills to plan & manage territory.

Maintain and developing existing and new customers .Possessing a good team spirit.

Now looking forward to make a significant contribution in an ambitious and exciting company that offers a genuine opportunity for progression

* **OBJECTIVE:**  By Concentrated efforts will aspire to head the sales team.
* **WORK EXPERIENCE :**
* Experience in Pharma Sales & Marketing in Mumbai-India

**Skylines Tax Consultancy - Dubai**

**VAT Processing and Accounts OCT 2017 – NOV 2018**

**Duties:**

* Generating Sales from SME’s and Corporate companies .
* Direct selling of Financial Products and VAT software packages
* Following up with customers after sales ,solving queries and attending complains.
* Following up for payments for renewal of contracts.
* Preparing weekly, monthly, quarterly projections vs targets.
* Represent company at conferences, meetings and industry events.
* Ensure that proper follow up procedures are managed
* Ensuring the overall smooth running of the Company’s internal administration and its cost-effectiveness
* Responsible for complete VAT CYCLE.

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| * **Previous Companies in India** : * S.H.Pitkar Orthotools Pvt Ltd. * Duration : Oct 2011 to Sept 2017 * Maxillofacial Dental implants and Orthopedic Trauma Implants * Designation : Regional Sales Manager * Uniprogen Biotech Pvt Ltd. * Duration : Dec 2007 to Sept 2011 * Designation : Regional Sales Manager * VHB Life science Pvt Ltd. * Duration : Oct 2005 to Nov 2007 * Designation: Area Sales Manager * ALKEM Laboratories Ltd (Div : Bergen Healthcare) * Duration : Jan 1999 to Oct 2009 * Designation : “**Area Sales Manager**”(From April 2001) * “**Medical Representative”** From Dec 1999 To March 2001) * **Zydus Cadila Healthcare Pvt Ltd.** * Duration : Oct 1996 to Jan 1999   + - Designation : Medical Representative. * **Duties:** * To meet the Dr’s and promote products to generate Priscriptions and meeting purchase managers of Hospitals and Retail stores to procure Orders. * Quoting Tenders at Govt Institutions like Railway Hosp,Army Hosp,JNPT,BPT etc. * Making availability of products at Medical stores catering near to the Dr’s. * Stockiest(Dealer) Handling with Inventory control system and collecting payments. * Working as Regional sales manager of the sales team to develop both new and existing products. * Liaising with Customers (Doctors) & the Dealer network. * Writing accurate & informative sales reports and documentation. * Identifying the customer needs. * Dealing with a diverse range of Dr’s in private and the public hospitals. * Evaluating competitor activities and developing appropriate strategies. * Attending trade shows, conferences and exhibitions when required. * As a Manager handling team, providing training, Motivating the team * And get Best work done from the team. * **Key Skills & Competencies :** * Have a professional style of Good communication skills & ability to build rapport with prospective customers. * Able to sell to large and small hospitals, Nursing Homes and clinics. * Proven experience in Launching new products. * Conducting CME's (Continuous Education Programme) for Dr's * Presentation of Products with Unique selling points. * **Personal Skills :** * Building relationships * Smart appearance & presentable * Highly Motivated and a Good Motivator * Social skills * IT Skills * Operating Internet , Email * Ms-office, Ms-excel, Ms-word  |  | | --- | | * **SUMMARY OF QUALIFICATIONS** |  |  |  |  |  | | --- | --- | --- | --- | | * **Education** | * **University** | * **Year of passing** | * **Class Obtained** | | * T.Y. B.Sc | * Mumbai | * 1995 | * Second Class | | * H.S.C | * Mumbai | * 1992 | * Second Class | | * S.S.C. | * Mumbai | * 1990 | * First Class |  * Date Of Birth : 21st November 1974 * Marital Status : Married * Languages Known : English, Hindi ,Telugu and Marathi. * Extra Curricular Activities : Playing cricket and Chess . * Belief : “ Nothing is Impossible, Unless & Until we try “. * Visa Status :Visit Visa |
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