E-mail : gulfjobseeker-393115@2freemail.com

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_PROFILE SUMMARY\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Result-oriented professional with over 14 yearsof total experience entailing in hard core Pharmaceutical Selling, Business Development, Meeting Key Opinion Leaders & Channel Partners .
* Outstanding success in building / maintaining relationships with Customers, Institutions & Channel Partners for repeat & continued business development.
* Exceptionally well organized with a track record that demonstrates self-motivation, creativity and initiative to achieve both personal & corporate goals
* Possess strong communication, Planning, Leadership, Team building, Problem solving and Client servicing skills

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* **Segment Exposure:Neurophysicians ,Neuro Surgeons, Psychiatry , Cardiology, Medicine .**
* **Area Exposure: Jharkhand / Bihar /Odisha /West Bengal Except North East.**
* **Core Competencies:** Evaluating performance & monitoring of team member and marketing activities
* Building & strengthening relationships with KOLs and ensuring high customer satisfaction by providing them with complete product support, organizing CMEs, Patient Awareness Camps
* Setting up sales objectives by Data crunching, analysing, and sales forecasting, ensuring accomplishment of targets .

 **Since 17th December 2018 working as Regional Manager in At Kolkata HQ and Taking care West Bengal/North Bengal and North 24 Parganas where total 14 Medical Representative and 3 Area Mangers Reports to me ie Total 17 People.**

**PREVIOUS \_ORGANISATIONAL EXPERIENCE**

**March ’2014 to December 2018 as Regional Business Manager**

* Accountable for sales operations of Jharkhand/Bihar/Odishabased at **Ranchi HQ** taking care Team 1 and Team 2 since March 2014 to March 2017 .
* **In April 2017 given the additional Responsibility and transfered to Kolkata HQ** and accountable for Sales Operation in East (BiharT-2)Jharkhand (T-2) / Odisha(T1&T2) and West Bengal (Team 2 ) added in April 2017.
* **Since April 2018 accountable for Sales Operation in East, Jharkhand-T1 & T2, Odisha- T1& T2 and West Bengal Team 2 except North East.**
* **Since September 2018 accountable for Sales Operation of West Bengal Team 1 and Team 2 .**
* **Two TM elevated as a Area Business Manager**
* **Being the No 1 Regional Business Manager consecutively 4 years in terms of Business growth.**
* Team selection and Capability building of team member for an un-explored market .
* Growth in IMS/Org Data overall as well as Brand.
* Mapping of KOL/KBL at each area with proper road map and agenda,
* Proper Induction ,VTM owned up and monitored personally.
* Neurology and Psychiatry equity gained at each Area.
* Relationship Building with KOL and Various other Specialities of the trade .
* **Privileged to be a Part of Neuro Surge Mumbai / Goa Psychia Summit / IANCON Chandigarh in last 4 year**.

**April 2012 to March 2014with Sun pharma as Field Sales Manager Jharkhand Area**

* Launched the Fourth Neuro Psychiatry Division of **Sun Pharma** (Symenta Div ) in Jharkhand with New Team.
* Total 3 SO Reporting with HQ at Ranchi and Jamshedpur.
* Consecutively in Just three month of launching able to hit the Target and Closed the year with 100% Ach.

**June’2006-April 2012 as Territory Manager /Promoted as Area Business Manager Jharkhand Area**

**Top Kol were Neurologists,Neuro Surgeons,Psychiatrists,Consulting Physicians,Cardiologists .**

**Handled Flagship Brands like GardenaL,Mazetol,Inderal,Rivotril.**

**Successful Launch of Brands like S Zetalo Group and became No 1 seller for Consecutive three Years.**

**Twice Awarded and Qualified for Star Award Funtion at Singapore 2007 and Dubai 2009 .**

**During these years I have been awarded and Accredited in various Brands by my senior managers.**

* **Promoted as Area Business Manager in 2010 based at Ranchi and taking care Entire Jharkhand**
* Team size of 5 Territory Managers based at Ranchi,Jamshedpur,Dhanbad and Deoghar .
* Creating Own Team and training of team member and delivering of Business Objective.
* Developing Competencies of the Team Member based on Skill and will matrix.
* Recognised as a Best ABM in New Product Availibility
* As an ABM Being the No 1 Seller of Rivotril and S Zetalo Group.
* Ensure Sales hygiene Parametres like Claim Reduction and zero Saleable Return.
* Accuracy of Projection based on Last Month Primary /Secondary and In transit requirement.
* Initiation of various team Building Activities and Customer Connect activities in form of CME”s,Dinner Meet with KOL.

**May’2005-May ’2006 as Medical Representative**

* Top KOLs were Physicians, Orthopaedics, Cardiologists, Urologists
* Launched Brands like Nitarid,Urimax F and have some good conversion of Drs being prescribed by all top most Urologist.

**Dec’2004 –April 2005 as Medical Representative**

* **Joined the profession as Medical Representative at Daltonganj HQ**
* Consulting Physicians / GP/Gynae/Paediatrics were the top most customers .

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* B.A . ( Economics Honours) from Ranchi University: 2002

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Date of Birth 28th May1981

Languages Known Hindi, English and Bengali