**VARGHESE**

**Email Id :** [**Varghese-394941@2reemail.com**](mailto:Varghese-394941@2reemail.com)

**OBJECTIVE**

Aiming to Master in Any Domain and give the best of me for the growth of the organization and achieve self satisfaction.

**PROFESSIONAL EFFICIENCIES**

* Total 12 years professional experience in Sales
* Excellent communication skill in written and spoken English
* Detail oriented, self-starting and target centric
* Efficient in sorting out quickly all kinds of service and products related complaints
* Adapting quality with the changing need
* Non-stop working ability

**WORK EXPERIENCE**

***Worked as a Regional Field Manager since Dec 2017 To June 2019***

* Managing, training and motivating existing sales team to drive revenue growth
* Develop and manage efficient distribution networks for sales
* Develop efficient and creative sales and marketing strategies for the assigned
* territory and target setting for the sales team
* Collecting customer and market feedback and reporting the same to the
* organization
* Monitoring sales team performance, analyzing sales data, periodical forecasting
* and reporting to zonal heads
* Achievement of key product objectives
* Successful launch of new products
* Validation of DCR, doctor list and chemist list
* Recruitment and retention
* Vacant territory management
* Induction of new joiners’
* Ensure effective joint field working
* On the job training of MR
* Manage group events
* Monitoring field activities of team

***Worked as a Therapy Manager Since June 2011 To December 2017***

* Regularly visiting doctors, Medicals and Stockiest
* Planning work schedules and weekly and monthly timetables
* Regularly attending company meetings, technical data presentations and briefings
* Monitoring competitor activity and competitors' products
* Responsible for marketing pharmaceutical drugs, health care products and supplies
* Performs meetings with doctors, pharmacists and Stockiest
* Maintaining good relationship with doctors and pharmacists and develops contacts with peoples in medical field
* Introduces new products of the organization
* Compiling data on requirement and supplies products required by the customers
* Managed customer base analysis and performance management
* Executed promotional activities at the territory level
* Attending briefings, Training sessions and Meetings as and when Require

***Worked as an Associate Since Dec 2008 To May 2011***

* Worked for Capital One Bank Credit Card Department in Customer care
* Handle and process all the customer queries received through phones
* Document all the calls and queries to ensure the information’s are implemented Properly
* Maintain accuracy of information’s delivered and documented
* Attend briefings, training sessions and meetings

***Worked as An Assistant Librarian Since June 2005 To September 2007***

**Educational Qualification**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | Course |  |  |  |  | Board /University | Instituted | Grade | Year |  |
|  |  |  |  |  |  |  | |  |  |  |  |
|  |  | M.B.A |  |  |  | University of Belgium | | United Business | Distinction | 2011 |  |
|  |  | (Marketing) |  |  |  |  |  | Institute of Belgium |  |  |  |
|  |  |  |  |  |  |  | |  |  |  |  |
|  |  | B.Com |  |  |  | University of Mumbai | | St. Xavier’s College | Second Class | 2009 |  |
|  |  |  |  |  |  | | |  |  |  |  |
|  |  | H.S.C. |  |  | State Board of Maharashtra | | | St. Francis D’Assisi Jr | Second Class | 2005 |  |
|  |  |  |  |  |  |  |  | College |  |  |  |
|  |  |  |  |  |  | | |  |  |  |  |
|  |  | S.S.C. |  |  | State Board of Maharashtra | | | St. Francis D’Assisi High | Second Class | 2003 |  |
|  |  |  |  |  |  |  |  | School |  |  |  |
|  |  | |  |  |  |  |  |  |  |  |  |
|  | **PERSONAL DETAILS** | | | |  |  |  |  |  |  |  |
|  |  |  | |  |  |  | :27​Nov, |  |  |  |  |
|  | ● | Date of Birth | | |  |  | 1983 |  |  |  |
|  |  |  |  |  |  |  | th​ |  |  |  |  |
|  | ● | Nationality | | |  |  | : Indian |  |  |  |  |
|  | ● | Marital Status | | | |  | : Married |  |  |  |  |
|  | ● | Gender | | |  |  | : Male |  |  |  |  |
|  | ● | Languages Known | | | | | :English, Hindi, Marathi, Tamil and Malayalam | | |  |  |
|  | ● | Visa Status | | |  |  | : Visit Visa |  |  |  |  |

**INTEREST & HOBBIES**

* Playing Football, Hockey Table Tennis, Carrom and Dancing etc
* Interacting with Different Types of People Having different Knowledge