**Gulfjobseeker.com CV No:** **103356**

**Mobile +**971505905010 / +971504753686

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CAREER PROFILE

* A first-hand experience as a Medical Representative in leading pharmaceutical companies for the last 2 yrs. Responsible for
  + Achieve Sales Targets
  + Develop & Implement Marketing Strategy in designated territories
  + Conduct Symposiums, Seminars and CMEs
  + Manage Product launches and Campaigns
  + Identify new potential markets and conduct market research as and when required
  + Compile results of the market research and provide feedback to the corporate office and also Product Management team
  + Manage Company relations with local authorities, stockists and C&Fs
  + Mentor new hires on field work
  + Manage vacant territories on a need basis

**WORK EXPERIENCE**

***JANUARY 2008 – December 2008 Micro Labs Pvt. Ltd. Sales Representative***

* + Achieve Sales Targets
  + Develop & Implement Marketing Strategy in designated territories
  + Conduct Symposiums, Seminars and CMEs
  + Manage Product launches and Campaigns
  + To promote new products by distributing flyers, brochures and other promotional material to Doctors and Chemists
  + To contact Medical institutions to promote sales

***SEPTEMBER 2012– JUNE 2014 Micro Labs Pvt. Ltd. Sales Representative***

* + Achieve Sales Targets
  + Develop & Implement Marketing Strategy in designated territories
  + Conduct Symposiums, Seminars and CMEs
  + Identify new potential markets and conduct market research as and when required
  + Compile results of the market research and provide feedback to the corporate office and also Product Management team
  + Manage Company relations with local authorities, stockiest and C&Fs
  + Mentor new hires on field work
  + Manage vacant territories on a need basis

**EDUCATION & CERTIFICATIONS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Course** | **School/College/University** | **Year** |  |
| **B. Pharma** | V L College of Pharmacy,  Rajiv Gandhi University of Health Sciences, Karnataka  Raichur 584101  India | August 2012 |  |
| **D. Pharma** | V L College of Pharmacy,  Raichur 584 101  Board of Examining Authority, Bangalore | October 2007 |  |

**PERSONAL DATA**

|  |  |
| --- | --- |
| Date of Birth | 21 January 1987 |
| Sex | Male |
| Nationality | Indian |
| Marital Status | Single |
| Computer Literacy | MS WORD  MS EXCEL (Working knowledge) |
| Languages Known | Hindi, English, Kannada |
|  | Urdu, Hindi, English, Kannada, Telugu |
|  | Speak |
|  |  |
|  |  |