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| **Yogesh** |
| E-mail: [yogesh.166799@2freemail.com](mailto:yogesh.166799@2freemail.com)    To,  The HR Manager,  Subject: Application for ‘job’ in your esteemed organization.  Respected sir,  I am interested to work in your esteemed organization and hereby I take an opportunity to apply for the suitable post. Please find my resume for your kind perusal. I did my Master of Business Administration in marketing. I present my candidature for the suitable post in your organization with an oath to deliver maximum and focus on quality and effectiveness of work. My aim shall be to achieve the set goals of the organization.  I again thank you for your kind consideration. | |

**Curriculum Vitae**

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| **Mr. Yogesh**  E-mail: [yogesh.166799@2freemail.com](mailto:yogesh.166799@2freemail.com) |

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| **Career Objectives** |
| Seeking a challenging where I can apply my managerial skills, sales & marketing skills with an objective of updating my knowledge regularly and to contribute it for the performance of the company. | |

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| **Work Experience** |
| **Detailing Executive.**  **Prism life science ltd.**  **Dec-2016 to may-2017**  **Roles and Responsibility**   * Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling; * Making presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sector. Presentations may take place in medical settings during the day, or may be conducted in the evenings at a local hotel or conference venue; * Organizing conferences for doctors and other medical staff; * Building and maintaining positive working relationships with medical staff and supporting administrative staff; * Managing budgets (for catering, outside speakers, conferences, hospitality, etc.); * Keeping detailed records of all contacts; * Reaching (and if possible exceeding) annual sales targets; * Planning work schedules and weekly and monthly timetables. This may involve working with the area sales team or discussing future targets with the area sales manager. Generally, medical sales executives have their own regional area of responsibility and plan how and when to target health professions; * Regularly attending company meetings, technical data presentations and briefings; * Keeping up to date with the latest clinical data supplied by the company, and interpreting, presenting and discussing this data with health professionals during presentations; * Monitoring competitor activity and competitors' products; * Maintaining knowledge of new developments in the National Health Service (NHS), anticipating potential negative and positive impacts on the business and adapting strategy accordingly; * Developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector   **NOVEL BIOLABS PVT LTD**  **Business Executive**  **March2014 to November 2016**  **Roles and Responsibilities**   * Ensuring maximum brand visibility & product line awareness in market. * Focusing on daily, weekly & monthly sales targets, and executing them in a given time frame. * Analyzing competitor products and placing company products as per customer needs. * Handling sales, promotional & secondary activities for new & old products while ensuring their availability and timely distribution. * Handling & monitoring distributors and retailers to achieve their assigned targets as well as smooth distribution of company’s products. * Identifying prospective doctors, generating business from new accounts and developing them to achieve consistent profitability. * Team leading, motivating, training & monitoring the performance of distributor sales executives to ensure efficiency in meeting the assigned targets   **ICI PHARAMACUTICAL PVT LTD**  **Sales executive**  **April 2013 to Feb 2014**  **Role:**   * Ensuring maximum brand visibility & product line awareness in market. * Focusing on daily, weekly & monthly sales targets, and executing them in a given time frame. * Analyzing competitor products and placing company products as per customer needs. * Handling sales, promotional & secondary activities for new & old products while ensuring their availability and timely distribution. * Handling & monitoring distributors and retailers to achieve their assigned targets as well as smooth distribution of company’s products. * Identifying prospective doctors, generating business from new accounts and developing them to achieve consistent profitability. * Team leading, motivating, training & monitoring the performance of distributor sales executives to ensure efficiency in meeting the assigned targets | |

**Project Undertaken:**

1. Project Undertaken in PG during 4th

Name of the project: Astudy on customer satisfaction towards HDFC life products with Respect to Bangalore

2) Project Undertaken in PG during 2nd sem

Name of the Project:Popularity of insurance products of LIC vs Private Companies

3)Project Undertaken in UG

Name of the Project:customer attitude towards Marathi wagon r a study on shruthi motor

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| |  |  |  |  |  | | --- | --- | --- | --- | --- | | COURSE | UNIVERSITY | INSTITUTION | BATCH | PERCENTAGE | | MBA (MARKETING) | Visvesvaraya Technological University, BELGAUM | JNNCE SHIMOGA | 2011-13 | 58% | | BBM | Kuvempu university | First grade college sorab | 2009-11 | 64% | | PUC(COMMERCE) | Karnataka State PU Board | Govt pu college sorab | 2001-03 | 45% | |

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| **Technical Skills** |
| Basic computer (MS Office ,MS Excel, MS Power point) | |

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| **Personal Information:** |
| **D.O.B:** | 09/04/1984 |
| **Languages Known:** | English, Hindi, Kannada. |
| **Strengths:** | Pro-active, Self-starter, Team Player, Integrity &Courage |
| **Hobbies:** | Playing & Watching Cricket, Listening music |

I hereby declare that the above written particulars are true to the best of my knowledge and belief.