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| RENJITH KM  C:\Users\user\Downloads\pp.jpg  **Gulfjobseeker.com CV No: 1307472**  **Mobile +**971505905010 / +971504753686  To get contact details of this candidates  Submit request through Feedback Link  <http://www.gulfjobseeker.com/feedback/submit_fb.php>  Date of Birth : 01-June-1983  Gender : Male  Nationality : Indian  Marital Status : Married  Religion : Hindu  Languages Known: English  Hindi  Tamil  Malayalam | Career Objective  **A position in  where my savvy business to business sales skills, managerial ability to understand and convey complex information, self-motivation, entrepreneurial spirit and results-driven work ethic will ignite market share of company products.**  Areas of Interest   * Sales & Marketing * Management and Administration * Event management * Man management   Education Qualifications   * D Pharm (2001-2003): Crescent collage of pharmacy Kannur, Kerala * Pre – degree (1998-2000): Zamorians Guruvayoorappan Collage. Kozhikode, Kerala * SSLC (1998): Govt. Ganapath Boys High School, Kozhikode, Kerala * Internship- (2004) As a Pharmacist Govt dist Hospital Thalassery, Kannur, Kerala ( 4 Months)   Professional Experience   * **Product Specialist**   Mac International Medical Solutions LLC **,**  Dubai **(Jan 2014- Present)**   * [**Regional Business Manager**](http://www.linkedin.com/search?search=&title=Regional+Business+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)   Ipca Laboratories Ltd, Cochin,India  **April 2011 – JULY 2013 (2 year)**   * [**Area Business Manager**](http://www.linkedin.com/search?search=&title=Area+Business+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)   [Ipca](http://www.linkedin.com/company/69147?goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-company-name) Laboratories Ltd, Calicut, India  **January 2007 – March 2011 (4 years 2 months)**   * [**Business Officer**](http://www.linkedin.com/search?search=&title=Business+Offficer&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)   Ipca Laboratories ltd, Calicut, india  **November 2004 – December2006 (2 years 1 month)**  **Technical Proficiency**   * Knowledge on Microsoft Word, Excel, Power Point |

## CURRICULUM VITAE

### Role & Responsibilities

**Product Specialist**

**Mac International Medical Solutions LLC , Dubai (Jan 2014- July 2014)**

On Jan 4th 2014 joined with Mac international mainly dealing with laser machines used in dentistry. Based at Dubai, covering Dubai, Sharjah, Fujairah & Abudhabi.

To prepare a core customer list to promote laser machines. Meet them and educate on the use of laser machines in dentistry. Convince them for attending the laser course and ensure the purchase of Diode lasers.

[**Regional Business Manager**](http://www.linkedin.com/search?search=&title=Regional+Business+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)

[**IPCA**](http://www.linkedin.com/company/69147?goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-company-name)

**April 2011 – JULY 2013 (2 year)**

To implement strategy through my area managers. Sell mix and profitable brand. Manage key opinion leader, solve the quarries of my customers. Forecast the sale. Ensure company growth in my region. Vacancy Management. Conduct CMEs (Continuous Medical Education) for medical practitioners. Ensuring the proper utilization of company inputs. Appraising of my subordinates. Conducting review meetings & Brand presentations. And above all to ensure the Area wise headquarter wise brand wise Value wise Unit wise achievement of my assigned budget for my region.

[**Area Business Manager**](http://www.linkedin.com/search?search=&title=Area+Business+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)

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**January 2007 – March 2011 (4 years 2 months)**

Motivating, monitoring, supervising & coaching the sub ordinate (MR). Implementing the company strategy across all the territory. Situation handling as per sub ordinate vise. Work plan analysis. More over on Job training of my area Representatives. Above all to ensure Area wise Headquarter wise month wise unit wise & Value wise budget achievement.

[**Business Officer**](http://www.linkedin.com/search?search=&title=Business+Offficer&sortCriteria=R&keepFacets=true&currentTitle=CP&goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-title)

[**IPCA**](http://www.linkedin.com/company/69147?goback=%2Enpv_232265056_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1_*1&trk=prof-exp-company-name)

**November 2004 – December2006 (2 years 1 month)**

Generating prescriptions of my division was the main role. Consolidation of Retention Doctors, Conversion of non prescribers: Territory mapping, timely updating of Doctors & chemist list, & meet the Doctors and chemists for the right product at the right frequency. Also to ensure the availability of all our products & achieving the company assigned budget.

**Co-curricular Activities**

  Organized around 150 dinner meetings, around 50 product launch meetings, 15 regional level meetings (Indian Rheumatology Association, Kerala Orthopedic Association, Calicut Forum of Internal Medicines), 2 national level meetings. Participated in 20 national level CMEs in various places of India. Also have an experience of assisting doctors on their patient awareness programs, FAQ Sessions, OPD Camps & PMS Trials

I have relevant experience in customer care as well as patient care, conducting camps like Uric acid detection, RA detection, BMD(bone mineral density) & LFT(Liver function Test, in association with DDRC SRL).

**Hobbies**

* Driving.
* Listening to music.

**Declaration**

I hereby declare that the above given details is true and correct to the best of my Knowledge and belief.