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**KAMRAN**

**Email:** [Kamran.379711@2freemail.com](mailto:Kamran.379711@2freemail.com)



**Managerial assignments in Sales & Marketing / Channel Development / Client Relationship Management preferably in Pharmaceutical industry**



**EXECUTIVE SUMMARY**

* A dynamic professional with **over 3 years** of experience in Sales & Marketing, Channel Management, Key Account Management and Business Development in Pharmaceutical industry.
* Proficient at providing value added customer service by resolving customer issues & ensuring their satisfaction.
* Deft in conducting competitor analysis by keeping abreast of market trends and competitor moves.
* Skilled in monitoring distribution networks to ensure ready availability of the services at all times and training partners to accomplish set revenue and business targets.
* Hands-on experience in charting out marketing strategies, contributing towards enhancing business volumes and growth.

**Core Competencies:**

Sales & Marketing • Dealer/Distribution Management • Territory Management • Revenue Expansion • Sales Promotion • Client Relationship Management • Business Development



**CAREER CONTOUR**

**Dunia Finance LLC ( Dubai ) Relationship Officer From 22OCT 17**

**Eris Life Science Pharmaceutical Pvt. Ltd., Delhi Sales Executive Since Feb’16**

**Allegro Remedied Pvt. Ltd., Delhi Sales Executive Dec’14 – Feb’16**

**Key Result Areas:**

**Sales & Marketing:**

* Forecasting periodic sales targets & driving sales initiatives to achieve business goals.
* Mapping, developing and nurturing new market segments for launch of products for ensuring greater profitability.
* Augmenting brand visibility/ coverage & reach by successfully employing and executing marketing activities such as camps, doctor’s meets and conferences.
* Evolving market segmentation & penetration strategies to achieve targets.

**Business Development:**

* Performing the product launch and generating prescription.
* Dispensing the medicine correctly, reading prescription and checking inventory.
* Visiting chemist/doctor/stockiest and generating the business for Cardio products like B.P. Reduction, hypertension, diabetic, atorsave and Remylin D.

**Channel Development:**

* Evaluating performance & monitoring distributor sales and marketing activities and managing network of channel partners across assigned territories for deeper market penetration & reach
* Handling secondary dealers' network for the optimum exploration, enquiry generation, follow-ups and evaluation of potentials and conversion.
* Handling dealer network and achieving target of sales and collection along with monitoring distribution networks to ensure ready availability of the services at all times.

**Client Relationship Management:**

* Establishing, retaining and strengthening relationships with key accounts, veterinary fraternity, opinion leaders and nutrition advisors in order to ensure higher customer satisfaction by assisting them on complete product support.
* Building excellent rapport with the leading Physicians and doctors of corporate health care accounts for long term business generation.
* Managing customer centric operations along with ensuring customer satisfaction by achieving delivery & service quality norms.

**Highlights:**

* Successfully developed business across South Delhi including Green Park, AIMS, Huaz Khas, Saket with a team of 3 Business Executives.
* Bagged a certificate of achieving targets from the current company.



**ACADEMIC CREDENTIALS**

**B.Sc.; 2013**

Shobhit University, New Delhi

**12th (Science); 2010**

Uttar Pradesh Board

**10th; 2007**

Uttar Pradesh Board



**TECHNICAL SKILLS**

MS Office and Spreadsheet



**PERSONAL DOSSIER**

**Date of Birth**: 20th February 1993

**Languages Known:** English, Hindi and Urdu