

**CV RAJEEV**

**PERSONAL INFORMATION**

**DATE OF BIRTH: 19-09-1969**

**E-MAIL:** [**rajeev.384987@2freemail.com**](mailto:rajeev.384987@2freemail.com)

**PROFILE**

**Managing independently the overall functions of sales and marketing. Knowledge and capability of handling routine functions including, Appointment of C&F, Tapping new markets, Sales Promotions, Awareness Campaign to promote the brands, Credit Management and Activations, Inventory Management and Sales Invoicing, Support to Customer Service, exclusively responsible for Sales Generation.**

**I have been able to build rapport and sound working relationships with customers and colleagues, both face-to-face and over the telephone. I have always been committed to providing the highest quality of work delegated to me, using persuasiveness and presentation skills to win others over in work situations. I have also assisted in setting standards for following internal procedures.**

**A person with commercial acumen and customer focus**

**A person always greedy for sales and expects great out of him**

**Sales being my passion looking for climbing up the corporate ladder in a new challenging work place, culture, environment to prove my metal and create my presence with a bang**

**A honest sincere personality who has self belief and always tries to take a risk when others dont Not afraid of making mistakes**

**tries**

**EDUCATION:**

**1988-1991: Bachelor of science**

**Pune University, India(uae attested)**

**PROFESSIONAL EXPERIENCE**

**2007-2018 :REGIONAL SALES MANAGER**

**: A profit centre for the organisation**

**: Entrepreneurial thinker**

**: A person addicted to success**

**: A revenue generator for the company**

**: A leader leading from the front**

**: Successful handling of 45 stockists**

**: Successful in team management**

**: Responsible for sales and product handling process**

**: Solving issues related to stockists and field work**

**: Successful launch of division and products**

**: Reporting to vice president, marketing&sales**

**2001-2006 AREA SALES MANAGER**

**Successful in managing a team of 14 medical representatives**

**Being successful, I was given charge of 22 medical reps and new areas**

**For operation which were successfully done**

**Successful in handling and retaining a sales tem for 7 years with**

**Consistent sales performance**

**Reporting to Regional sales manager**

**1994-2001 MEDICAL SERVICE REPRESENTATIVES**

**Successful in selling concepts to doctors for sales generation**

**Successful in launching new molecules**

**Successful in working independently**

**Successful recovery rate of 100%**

**Reporting to Area Sales Manager**

**SPECIALIZED SKILLS : : Guts to accepts mistakesand failures**

**: A learner**

**: A good listener**

**: Credit to part to his subordinates**

**: Excellent interpersonal and communication skills**

**: Multitasking abilities with proficiency in organizing and managing**

**: Ability to recruit, train and supervise team mates**

**: Expert marketing skills to promote business**

**: Commercial Acumen**

**: Customer focus**

**: Negotiation skills**

**: Entrepreneurial mind set**

**: Sales passion and hunger to succeed**

**: Outgoing personality**

**: Self starter and highly motivated**

**: Command in written and spoken English, Hindi**

**INTERESTS : Extensive travelling &playing cricket**