

AJIT

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**PROFESSIONAL OBJECTIVE**

Seeking a challenging career position where unique blend of SALES, MARKETING, BUSINESS DEVELOPMENT, and CUSTOMER SERVICE &

MANAGEMENT TALENTS can be effectively utilized by a company offering long-term opportunities for professional growth in recognition of dedication, drive and superior performance.

**CORE COMPETENCIES**

* Sales / Marketing / Business Development
* Customer Service Management
* Persuasive Communication and Negotiations
* Team Building & Leadership
* Cost Reductions / Profit Maximization
* Client Relations Management

**ACADEMIC ACHIEVEMENTS**

* B. Pharm from University of Bombay, India.
* Holding MOH & DOH License of Govt.Of U.A.E.

**CAREER PROGRESSION**

Organization: **Pharmacy Group in Dubai, U.A.E**

Designation: CHIEF PHARMACIST Duration: NOVEMBER 2013 to July 2017.

Organization: **Healthcare Group in Dubai, U.A.E**

Designation: CHIEF PHARMACIST Duration: July 2017 to October 2019.

***Accomplishments***

* Ordering medicines from Agent & Sub-Agents time to time whenever it is required.
* Keeping proper records of expiry date of the medicines.
* Advising the patient to take the proper medicine after discussion with them.
* Informing them the side effect of the medicines.
* Answering customers questions by telephone.
* Preparing monthly report for submitting to the Ministry of Health.
* Successful in Meeting Sales Requirements by achieving the assigned targets.

Organization: **Pharmacy in Dubai, UAE.**

Designation: **Chief Pharmacist** Duration: Jan 2003 to Oct 2011 ***Accomplishments***

* + Co-coordinating with the suppliers for getting the required medicines on time.
  + Create Techniques of sales with the help of product knowledge and achieving customer satisfaction.
  + Assigning Sales Target for self and the team members. Organization: **Pharmacy in Dubai, UAE.**

Designation: **Chief Pharmacist** Duration: Jan 1999 to Sep 2002 Organization:  **Drug Store in Dubai, U.A.E.** Designation: **Chief Pharmacist** Duration: Jan 1997 to June 1998

Organization:  **Pharmacy in Abu Dhabi, U.A.E** Designation: **Chief Pharmacist** Duration : Feb 1989 to Nov 1996 Organization: **M/S.** Organization: **Pharmacy in Bahrain** Designation: **Chief Pharmacist** Duration: Aug 1985 to Feb 1989

Organization: **Pharmacy in Maldives**

Designation: **Chief Pharmacist** Duration: July 1982 to July 1985

**PERSONAL DETAILS**

Nationality : Indian

Date of Birth : 03-06-1955

Languages Known : English, Hindi, Arabic, Marathi,

Konkani & Mali

**REFERENCE**

Available upon request.

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