

Abbott, New Delhi

July. 2017 – Nov. 2019

Field Sales Representative

- Provided current and comprehensive clinical knowledge of company's products and effectively communicated the clinical and economic benefits of the products to medical professionals.
- Performed as a sales leader to achieve territory sales by executing and delivering branded sales messages strategies, including delivering branded sales messages, executing planned programs, scheduling and following-up with medical educational programs, and achieving and exceeding sales targets.
- Utilized internal and external relationships to service and manage accounts and ensured product access, triage reimbursement issues resolution, and maintaining product contracts.
- Prioritized opportunities and tactics using Strengths, Weaknesses, Opportunities and Threats (SWOT).
- Analyzed all resources when developing quarterly territory/customer action plans.
- Developed deep understanding of the disease state, our products, the marketplace and key competitors.
- Utilized patient-focused clinical dialogue to engage with every member of the office at the right level.
- Partnered with health care professionals and those involved with patient care as a product expert to tailor solutions for patient therapy and achieved sales growth in territory while delivering strong sales results.
- Analyzed business effectiveness of sales activities and territory analysis, and developed territory plans.
- Partnered with other colleagues to share best practices and be in a state of continuous curiosity and learning to help grow as a Senior Specialty Representative

Johnson & Johnson, New Delhi

July. 2015 – Jun. 2017

Junior Sales representative

- Identified commercial needs, opportunities, weaknesses and strengths of the franchise to improve the business and to propose initiatives and solutions and optimize sales.
- Provided professional clinical support to customers (primarily physicians, nurses, and techs) or indirect sales channel force, through education and training.
- Built long term plans strategic customer relationships, at a clinical level, leveraged relationship across accounts to develop new valuable business opportunities.
- Demonstrated an understanding of the business model for distributors, the commercial policies concerning distributor relationships, and the franchise and geography distributor model.
- Established positive relationships with customers, acquired feedback, understood their needs and maintained adequate service levels by providing high level customer support and on-going communication.
- Implemented the selling cycle in a concise, professional, and ethical manner.
- Learnt the pre-call planning process, routing, and scheduling; analyze customers and established customer call objectives in conjunction with established activity goals.
- Provided healthcare product demonstrations, physician detailing and in-servicing to company's wide customer base.
- Consulted with physicians, nursing, phlebotomists as well as medical office staff for securing product orders.
- Sustained and generated new and repeat orders for all products and all pharmaceutical sales programs.

ACADEMIC CREDENTIALS

Education – MBA (Marketing) from Institute Of Management And Research, Jaipur | 2015

B.Sc. (Life Sciences) from Sri Aurobindo College, New Delhi | 2013

PERSONAL DOSSIER

Languages Known: English, & Hindi

~References and other documents available upon request ~