

## **Rakshith K R**

#12, 4th Main Road, NGEF Layout, Mallathalli Main Road, Bangalore – 560056

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### **Professional Summary :**

Dynamic and results-driven Area Business Manager with over 13 years of experience in the pharmaceutical industry, including 2.5 years of leadership experience (Dec 2022 – May 2025). Currently associated with DRL/Sanofi (RSV Vaccicare Division) as an individual contributor, driving business growth through strategic hospital collaboration and HCP engagement. Proven expertise in vaccine portfolio management, sales strategy, and cross-functional coordination, with a consistent record of exceeding business targets and fostering strong professional relationships across specialties.

### **Professional Experience:**

DRL / Sanofi – RSV Vaccicare Division

Area Business Manager (ABM) | June 2025 – Present

- Drive RSV Vaccicare business across assigned territories as an individual contributor.
- Manage key hospital and HCP engagements to promote RSV vaccine awareness and adoption.
- Implement marketing and medical initiatives in collaboration with cross-functional teams.
- Monitor business performance, market trends, and competitor activities to identify growth opportunities.
- Ensure effective stockist collaboration and timely product availability.

Pfizer India Ltd – Vaccine Segment

First Line Manager (FLM) | Dec 2022 – May 2025

- Led a team of 8 professionals across Chennai, Trichy, and Dharmapuri territories.
- Engaged with multiple specialties including Pediatrics, Cardiology, Nephrology, Internal Medicine, Pulmonology, and Infectious Diseases.
- Achieved and exceeded sales budgets through strategic business planning and execution.
- Drove team accountability and identified new business opportunities to strengthen market presence.
- Collaborated with key hospitals such as Apollo Main, SRMC, MGM, and Global Hospital.
- Achievements: Groomed 2 High Emerging Contributors (HECs) to the next career level within 2 years and maintained 2 of 3 headquarters consistently on or above budget targets.

GlaxoSmithKline Pharmaceuticals Ltd (GSK)

Business Associate | Dec 2012 – Jul 2014

- Promoted and expanded GSK's pharmaceutical portfolio across assigned territories.
- Underwent three advanced training programs focused on developing world-class sales excellence skills.
- Built and maintained strong professional relationships with healthcare practitioners to ensure consistent product visibility and prescription growth.
- Collaborated with team members to execute territory business plans and meet performance objectives.
- Achievement: Awarded "Best Performer – 2013" for outstanding sales performance.

### **Education:**

- MBA (Marketing): Vivekananda Institute of Technology (Bangalore), VTU, 2011 – 2012 | 61%
- B.Sc. (Computer Science): Government College, Mandya, University of Mysore, 2009 – 2011 | 68.5%
- PUC (Science Stream): Government M.G. PU College, Karnataka PU Board, 2007 – 2008 | 53%
- S.S.L.C: Stella Mary's High School, Karnataka Board, 2005 – 2006 | 65%

### **Key Skills:**

Vaccine Portfolio Management, Strategic HCP Engagement, Sales Target Achievement, Hospital & Stockist Collaboration, Market Development, Budget Planning & Execution, Cross-functional Coordination

### **Personal Profile :**

- Father's Name: K. M. Ramprasad
- Date of Birth: 14 October 1989
- Marital Status: Married
- Gender: Male
- Languages Known: English, Kannada, Hindi
- Nationality: Indian
- Residential Address: #12, 4th Main Road, NGEF Layout, Mallathalli Main Road, Bangalore – 560056

### **Declaration:**

I hereby declare that the information provided above is true and correct to the best of my knowledge.