
JITENDRA KALOKHE

B-19, Siddhivinayak Society, Sawedi Naka, Ahmednagar - 414003. Maharashtra
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Career Objective :

Succeed as a organization's reliable and responsible employee. Be an Integral part of the Achiever's Team.

Professional Summary :

I have completed graduation from pharmacy with a work experience of 10+ years in direct sales, market research and team management. Exposure to corporates, industrial units and self employed professionals in diverse sectors is an added advantage of my job profile. Consistent performance and achieving targets are my major strengths, besides performing under high pressure.

Professional Qualification :

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|--------------------|---|--------------------------------|
| Company | : | HDFC Life, Ahmednagar |
| Designation | : | Assistant Sales Manager |
| Duration | : | May 2006 to Dec 2012 |

Job Profile :

HDFC Life is one of the leading Life Insurance Companies in India. Recently Rewarded as India's "MOST RESPECTED" Private Life Insurance Company.

My key responsibilities :

- ⊞ Recruitment of Financial Consultant from various Segments.
- ⊞ Give Product Training to Financial Consultant & Business leaders.
- ⊞ Co-ordinating with Financial Consultant to generate leads.
- ⊞ Closing cases with documentation within TAT.
- ⊞ Motivating team members to achieve team targets and Activate them.
- ⊞ Creating and maintaining potential database of clients.
- ⊞ Discussing cases with Operation manager for speedy approvals.
- ⊞ Spreading product awareness at corporate level with the help of corporate presentations.
- ⊞ Seeking assistance from corporates to disseminate product information through intra mails.
- ⊞ Co-ordinating with Financial Consultants & BL to follow up for maximum lead conversions.
- ⊞ Commission processing of the team members.
- ⊞ Also managing team of 2 Tel-callers to help in assisting the customers.

Achievements :

- ⊞ Promoted from SDM to BDM & from BDM to ASM.
- ⊞ Qualified for LEAP Club by achieving yearly targets. And also STAR club.
- ⊞ Secured Top Position in ASM'S(NEP wise) Ahmednagar Branch.
- ⊞ Qualified for "Bangkok Contest" 3 Times. Qualified for "Mauritius" Contest.
- ⊞ Recruited & Trained Highest no. of Financial Consultants.

- ⊞ Recruited & Trained Highest no. of Business leaders.
 - ⊞ Over achievement of yearly targets.
 - ⊞ Rewarded for Zonal Manager's Contest of "Ab Nahi To Kab" .
 - ⊞ Awarded as most Royal & Loyal employee of HDFC Life, completing 5 years in Organization.
- Previous Company** : **TIDAL PVT.LTD, Pune**
- Designation** : **STAR MANAGER**
- Duration** : **Aug'2005 to May'2006**

Job Profile :

Tidal Pvt. Ltd. is a Chennai based company which deals in digestive & antibiotics products.

My key responsibilities :

- ⊞ Ensure proper doctor coverage according to journey plans (PJP) .
- ⊞ Team building and on job training to Sales Executives.
- ⊞ Active participation in CMEs and Conferences.
- ⊞ Stockiest handling and territory expansion.

Achievements :

- ⊞ Relaunched division in Pune region and Handled 3 Sales executives.
- ⊞ 1st Price for Product knowledge at Lonavala Training.
- ⊞ Product Availability of 70% at chemist level under the coverage area.
- ⊞ 125% target achievement and highest Incentive earner in for year 2005 .
- ⊞ No attrition during the tenure.

Previous Company : **ALKEM (Pentacare Division) Lab. Ltd, Ahmednagar/Pune**

Designation : **Sr. Sales Executive**

Duration : **June'2003to Aug'2005**

Job Profile :

Alkem is one of the leading Indian Pharma Company. Pentacare Division is a specialty division having cardiac & psychiatric products.

My key responsibilities :

- ⊞ Conducting CMEs in Hospitals.
- ⊞ Successfully conducting the brand campaigns and seminars.
- ⊞ Co-ordinating for keeping good relationship between company & doctors.

Achievements :

- ⊞ Highest growth in area in one yr (from PCPM- Rs.50000 to Rs. 225000)
- ⊞ Business generation in Specialty division.
- ⊞ Achieve monthly targets both in value & quantity terms.

Previous Company : **BLUE CROSS Lab. Ltd, Pimpri Chinchwad (Pune)**

Designation : **Sales Executive**

Duration : **Mar 2002 to June2003**

Job Profile :

Blue Cross Lab. Ltd is a well known pharma company dealing in antibiotic products.

My key responsibilities :

- ⇒ Follow journey plans (PJP) for doctor and chemist coverage.
- ⇒ Ensure product availability at chemist level.
- ⇒ Regular reminders, samples and gifts to doctors.
- ⇒ Business generation by promoting products to doctors.

Achievements :

- ⇒ Successfully launched 3 new brands in antibiotic category.
- ⇒ Target achievement for two consecutive years.
- ⇒ Launched new territory under expansion program.

Extra Curricular activities :

1. Represented school and college Cricket team.
2. Participated and represented Product Launching in Pharmacy college.

Interests and Hobbies :

Reading, traveling ,watching movies,making friends

Academic Qualification :

Graduated in Pharmacy from Shivaji University in May 2000.

Additional Qualification:

1. Well versed with computer skills.
2. Successfully Qualified IRDA Training.
3. Undergone a course in "MMC" (Mass Communication) under chrysalis, Pune.

Personal Information :

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|----------------|--|
| Date of Birth | : 26th Mar"79 |
| Gender | : Male |
| Marital Status | : Married |
| Nationality | : Indian |
| Languages | : Marathi, Hindi , English (Well read ,written and spoken) |

The information provided above is true to the best of my knowledge.

Jitendra Vishwanath Kalokhe

Place : Ahmednagar

Date :