**B.KIRAN KUMAR Mobile** : 9640096535

**E-mail** : [bodapatisonu@gmail.com](mailto:bodapatisonu@gmail.com)

**SUMMARY :**

Accomplished, results-driven sales executive with a solid record of success, business development, customer service delivery, Self starter, Creative problem solver, Good verbal, written and presentation skills.

**Academic Qualification :**

* Graduation from Ideal degree college affiliated to Andhra University.
* Intermediate from pragathi junior college , Kakinada.
* S.S.C from Siddhartha public school , Tuni.

**Computer Skill Set :**

* MS Office

**PROFESSIONAL EXPERIENCE:**

**August 2010 to till date:**

**MEDICAL SERVICE REPRESENTAIVE IN RANBAXY LABORATORIES LTD**

**Duties and Responsibilities:**

* To generate prescription base at my respected Head Quarter.
* Getting the references from the existing customers.
* Offering best product based on need analysis.
* Resolving customer queries.
* Maintain Rapport with the customers and wholesalers.
* Getting References from the customer and increasing Sales.
* Achieve sales targets month wise issued by the company.

**Achievements:**

* From January 2011 to till date all over India no **1** position in **RICONIA** one of the focus brand in my products.
* Selected for Annual award function at **DUBAI** in 2014
* Participated Annual award function at **Malaysia** in 2012.
* Participated Annual award function at **Thailand** in 2013.
* I have completed my gold sheet with 108% of achievement so far.
* I have qualified for ADC Program conducted by Ranbaxy in 2012.

**September 2009 to July 2010:**

**MEDICAL SALES REPRESENTAIVE IN FDC LIMITED**

**Duties and Responsibilities:**

* To generate prescription base at my respected Head Quarter.
* Getting the references from the existing customers.
* Offering best product based on need analysis.
* Resolving customer queries.
* Maintain Rapport with the customers and wholesalers.
* Getting References from the customer and increasing Sales.
* Achieve sales targets month wise issued by the company.

**Achievements:**

* I have completed my Gold sheet with 95%.
* Qualified for best Detailing Award.

**November 2008 to August 2009:**

**MEDICAL SALES REPRESENTAIVE IN OCHOA LABORATORIES LIMITED**

**Duties and Responsibilities:**

* To generate prescription base at my respected Head Quarter.
* Getting the references from the existing customers.
* Offering best product based on need analysis.
* Resolving customer queries.
* Maintain Rapport with the customers and wholesalers.
* Getting References from the customer and increasing Sales.
* Achieve sales targets month wise issued by the company.

**August 2007 to October 2008 :**

**Sales executive in ICICI Bank :**

**Duties and Responsibilities:**

* Collect data from the office and verify whether customers are there are not.
* Getting references from the existing customers.
* Maintain Rapport with the customers

**Personal profile :**

Name : B.Kiran Kumar

Fathers Name : B.Bhaskara Rao ( Late )

Date of Birth : 04-11-1982

Marital status : Married

Nationality : Indian

Religion : Hindu

Hobbies : Listening music

Languages known : English, Telugu, Hindi.

Address : # 3-845, 8th street,

Ramakrishna nagar,

Balaji peta,

Rajahmundry - 533101

**Declaration:**

I hereby declare that the above said information is true and no misrepresentation is done. And I promise that I will work hard up to the satisfaction of my superiors and my company if I am provided with the opportunity.

**DATE : 30-07-2014**

**PLACE : RAJAHMUNDRY ( B.KIRAN KUMAR )**