VYAS AMIT

**Objective:** Seeking a role in Regional Business Manager, which will utilise my experience as a Sales Professional and a team manager, and help me enhance my skills set. Willing to take up a team management role, as per my educational qualifications & work experience

eDUCATIONAL Qualifications

| Level | Subject | College / University | Year | Grades |
| --- | --- | --- | --- | --- |
| B.Sc. | Chemistry | Sheth P.T.Arts & Science Collage / Gujarat University | 1998 | 2nd Class |
| Class 12th | Science (Physics,Chemistry,Biology) | M & M Mehta High School / Gujarat University | 1992 | 2nd Class |
| Class 10th | General | M & M Mehta High School / Gujarat University | 1990 | 1st Class |

wORK QUALIFICATIONS

* Successfully worked in Mercury Lab. With the growth of 130% in Panchmahal district.
* Excellency too promote gynec products for Sigma and give a growth of 400% in Panchmahaldistrict with the productivity of 0.22 thousand to 1.92 thousand, Having a knowledge of Nadiad territory also covered areas like Anand,Umereth,Balasinor,Karamsadetc.
* Worked with a Alembic upto only one year handling entire division with the PMP of Number 1 In Gujarat 7th ranked PMP in India
* Elder pharma“B” divisions launched in Panchmal HQ with the achievement of 2.00 lacks also have achievement of 10 BMD camps per year with the help of Orthopaedic surgeons & Social organizations converted in a spot business.
* Prpoprietor of Dutt Medical Agency From April 2008 having agencies of some PCD based Companies like Alpha Laborratories, Ronak Healthcare, Finecure , Allobiote Healthcare, Lexus India Orgenics, Replica Remedies worked as a Medical Representative for Franchise and handling all the marketing objectives of above companies up to 2013
* Having some salon professional divisions of L’oreal Professional, Matrix India, Cheryl’s Cosmesuticalsand others we are also handling seminars ,workshops, and trained to beauticians to at companies education center

Employment history

|  |  |  |
| --- | --- | --- |
| Duration | Company Name | Key Role |
| NOV98-DEC99 | MERCURY LAB.PVT.LTD | Medical Representative |
| DEC99-AUG01 | SIGMA LAB.PVT.LTD | Medical Representative |
| AUGO1-AUG02 | ALEMBIC LAB.LTD | Medical Representative |
| AUG02-MAR08 | ELDER PHARMACEUTICALS | Medical Representative |
| APR16-MAR17 | KAVIVA LIFE SCIENCES | Area Business Manager |
| APR 17 CONTINUED | FDC LIMITED | District Manager |

**SKILLS**

* Organizational, Communication and Project Management skills.
* Team Leadership and Customer/Distributor/C&F Agent management
* Interpersonal and Negotiation skills
* Problem solving, Crisis Management and Time Management
* Front Line & Direct Sales skills
* Finance Management and Inventory Control skills at Dealership Levels
* Exposure to Developing & Stabilizing New Product in the Market

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| * **PERSONAL DETAILS** |
| * **PERMANENT ADDRESS** | * **4, Shree Ram Bunglow , Near Mevad Party Plot, Manohar Villa Char rasta, Nava Naroda, Ahemdabad** |
| * **DATE OF BIRTH** | * **05/07/1975** |
| * **CONTACT NO.** | * **09136997171, 6353355993** |
| * **EMAIL ID** | * **apvyas5775@gmail.com** |