

Rahil patel

SENIOR PHARMA SALES EXCECUTIVE

Ahmedabad, Gujarat

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8000446724

Personal Details

Date Of Birth: 1991-06-12

Highest Career Level: Senior Area Business Excecutive

Industry: Healthcare & Pharmaceuticals

Total years of experience: 10

Work Experience

Senior Medical Representative

INTAS PHARMACEUTICALS LTD - Ahmedabad, Gujarat

November 2014 to Present

- Selling the company's medications to doctors, pharmacists, and other relevant healthcare professionals.
- Scheduling appointments with doctors, pharmacists, and other healthcare professionals to promote company medications.
- Developing an in-depth understanding of company medications.
- Building and maintaining good business relationships with customers to encourage repeat purchases.
- Following up on leads generated by the company.
- Preparing presentations for potential customers.
- Researching competitor's medications and their respective market performances.
- Keeping abreast of new developments in the medical field to determine the effect of such developments on the company's business strategies.

Territory Manager

FDC PHAMACEUTICALS LTD - Ahmedabad, Gujarat

June 2013 to October 2014

- Arrange appoints with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments.
- Make presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sectors.
- Organise conferences for doctors and other medical staff.
- Build and maintain positive working relationships with medical staff and support administrative staff.
- Regularly attend company meetings, technical data presentations and breethings.

- Analyse sells data to improve results and make sure resources are effectively allocated.
- Develop strategies for increasing opportunities to need and talk to contacts in the medical and healthcare sector.

Education

Master's of Science (M.Sc)

Gujarat University - Ahmedabad, Gujarat

June 2012 to April 2014

Bachelor's of Science (B.Sc)

Gujarat University - Ahmedabad, Gujarat

June 2009 to April 2012

Skills / IT Skills

- Leadership and collaboration • Patient care and counseling • Health promotion
- Pharmaceutical operations • Time management • Problem solving • Team work

Certifications and Licenses

SUICIDE AWARENESS TRAINING

May-22

NHS healthcare support worker

May-22

Crisis Management

May-22

Additional Information

DRIVING LICENSE

- 5+ Years of driving experience