



NAME : DHAVAL SURENDRAKUMAR SHAH

ADDRESS : G-61, Parshwanath Towers,
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AHMEDABAD-380052

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CURICULAM VITAE

PERSONAL DETAILS:

DATE OF BIRTH : 31-03-1978.

FAMILY DETAILS : 11 MEMEBRS IN THE FAMILY
Father, Mother, Wife, Son, Two Brother, Two Sister in law, Two Nephew

PROFESSIONAL DETAILS :-

Career Objective :Man Management / Product Management, & International Marketing

Reference: Mr Ghanshyam Patil(Zonal Manager-Astra Zeneca & Ex Sales Manager, Emcure) M-9967011052
Mr Sandeep Poman(Sales Manager, Intas Oncology)M-9223323926.
Mr Abhay Sharma (GM Sales & Marketing, Mega Care & Ex NSM, Boehringer Ingelheim)
M- +919999667739
Mr Surinder Thakur(Zonal Manager-Oncology, Boehringer Ingelhiem)M-9833991722

Aug 2019 - Continue...	As Key Accounts Manager with Sayre Therapeutics Pvt. Ltd(Onco Diagnostic Division) at Ahmedabad Head Quarter
May 2019 - Aug 2019...	As DGM Corporate Development(Marketing Head) at Shalby Hospital, Ahmedabad
Jan 2018 – May 2019	As Key Account Manager with Boehringer Ingelheim (Oncology Division) At Ahmedabad Head Quarter.
May 2017 – Jan 2018	As Therapy Specialist with Mylan Pharmaceuticals Pvt. Ltd (Oncology Division) At Ahmedabad Head Quarter.
June 2015- Jan 2017	As Zonal Manager with Emcure Pharmaceuticals Consina division(Oncology Division) At Ahmedabad Head Quarter.
Feb 2009 – May 2015	As Executive Product Specialist with Glaxo Smithkline Pharmaceuticals Ltd. (Oncology Specialty Division) at Ahmedabad Head Quarter.
Mar 2006 – Feb 2009	As Area Business Manager with Dabur Pharma (Oncology division) at Ahmedabad

Head Quarter.	
Jun 2004–Mar 2006	As <i>Scientific Sales Officer</i> with <u>Serdia Pharmaceuticals(Ind) Pvt. Ltd</u> at Ahmedabad.
May 1998 – Jun 2004	As <i>Sales Officer</i> with <u>Sun Pharmaceuticals Ind. Ltd.</u> at Ahmedabad.

PERSONAL DETAILS	
Languages known	<i>English, Hindi, Gujarati,</i>
Computer Literacy	I have done the MS OFFICE course called “VIDHYA” from Aptech Computer education and can do the email and surfing easily.
Education	<p>March 1993 - Passed S.S.C with 79 % from Anupam Vidhyavihar under G.S.E.B.</p> <p>March 1995 - Passed H.S.C. with 72 % from Vishwabharti Highschool under G.S.E.B.</p> <p>May 1997 - Passed Diploma in Pharmacy with 67 % from L.M.College of Pharmacy under Gujarat University.</p> <p>June 2004 - Passed B.Sc. with Chemistry with 59.76% from Indira Gandhi National Open University which now has UGC granted course.</p>
Interests	<i>Playing cricket, watching sports, Listening Old romantic & sad songs, reading mystery and detective novels.</i>
Current CTC	<i>10.91 lac per anum</i>
Expected Location	<i>Preferably Ahmedabad</i>
Key skills apart from profession	<ul style="list-style-type: none"> • <i>I have the knowledge of computers particularly MS OFFICE and I have prepared the excel and Word worksheets for the presentation of the sales review and also I was preparing compiled 25 stockists’ statement in one excel sheet and I was useful to the Managers in terms of providing data as and when required.</i>
Strengths & Weaknesses	<ul style="list-style-type: none"> ▪ I have sound physique and a good personality, which in my view are essential for the career, I intend to pursue in future. ▪ I have sound product knowledge, good communication skills and a good command over English, Hindi and Gujarati language both in written and spoken segments. ▪ I have an amicable nature that helps me in establishing person to person contacts within a very short period of time and keep such bonds intact for a long time. ▪ Self Respect, Hard Work and Practical Approach are the principals of my life. ▪ Though it is difficult to identify one’s own weaknesses due to inherent complexities of strengths and weakness yet I feel that I require inputs of motivation and proper guidance in initial phases of working. However my acceptance for guidance may not be considered as inertia. ▪ I have a habit of mixing with the people very fast and I can also get the competitors activity and plan the action accordingly.