A/5-20, Gokulgalaxy residency , opp kathwada lake,near S P ring road,kathwada, Ahmedabad–382330

**Phone:** +91-9727768141 (M)   
  
**Email:** [***shailesh.40@rediff.com***](mailto:shailesh.40@rediff.com)

Shailesh K. prajapati

**OBJECTIVE:-**

Willing to work with a well-established organization and undertake new challenges and grow along with the organization growth.

**PERSONAL:-**

Citizen of India , Willing to travel and relocate as necessary anywhere in the world

**SUMMARY:-**

* Total 8year of Experience
* Experience of working in pharmaceutical marketing
* Strong in Environment like communication and marketing.
* Ambitious, Energetic and Quick Learner.

**WORK EXPERIENCE :-**

**MERCK. LTD**

( Pharmacutical Company )

**Role:** Territory Sales Executive.

**Description :** As a member of marketing team, I was responsible for supervising company’s business in the territory assigned to me. Since my role was mainly managerial and administrative in nature involving exercise of judgment and discretion in dealing with customers and other outsiders , I was operating with a high level of diligence and trust. I’m well equipped with marketing conditions and on various aspects of salesmanship like assessing the territory potential, Doctor’s prescription habits, trade promotion, institutional business potential. distribution pattern. I was also required to assess how the company’s products in the market stand vis-à-vis the products of it’s competitors…….

**Headquarters :**Ahmedabad  ( Gujarat ).

**Duration:** july2007 – june 2009

**Team Size:** 5

**Contribution :**

* Joined the headquaters when the area was vacant and took the sales to a respective figure.
* Started achieving my budget month after month.

**CORONAREMEDIES PVT. LTD**

( Pharmacutical Company )

**Role:** Territory Sales Executive.

**Description :** As a member of marketing team, I was responsible for supervising company’s business in the territory assigned to me. Since my role was mainly managerial and administrative in nature involving exercise of judgment and discretion in dealing with customers and other outsiders , I was operating with a high level of diligence and trust. I’m well equipped with marketing conditions and on various aspects of salesmanship like assessing the territory potential, Doctor’s prescription habits, trade promotion, institutional business potential. distribution pattern. I was also required to assess how the company’s products in the market stand vis-à-vis the products of it’s competitors…….

**Headquarters :**Ahmedabad  ( Gujarat ).

**Duration:** july2009 – till date

**Team Size:** 9

**Contribution :**

* Joined the headquaters when the area was vacant and took the sales to a respective figure.
* Started achieving my budget month after month.

**EDUCATION:-**

* Graduated in **B.com ( Chem. )** from Gujarat University , Ahmedabad in 1995-1996
* Successfully cleared **HSC Examination** conducted by the Gujarat State Secondary Education Board from P j highersecondery school , Ahmedabad in March 1992 in the Science Stream.
* Successfully cleared **SSC Examination** conducted by the Gujarat State Secondary Education Board from sarvajanik highschool in March 1990 securing First Class.

**EXTRA CURICULLAR ACTIVITIES:-**

* Possess knowledge of computers like Operating Windows, Handling MS Office.

**PERSONAL DETAILS:-**

**Name :**  **Shailesh k.prajapati**

**Birth Date :** 30th nov 1974.

**Nationality              :**          Indian

**Marital Status         :**          married.

**LANGUAGES KNOWN:-**

* English
* Gujarati
* Hindi