

## **AL AMEEN K K**

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### **PROFESSIONAL PROFILE**

Dynamic and top performing professional with experience in sales and marketing in Medical devices ,Pharmaceuticals ,group management and non-traditional marketing methods with high caliber clients. Driven strategy and result oriented sales acumen with extensive experience with the customers. The experience and achievements, which I have gained, are due to my hard work, good customer relation, understanding the company profile and systems, adapting to the market and implementing innovative ideas to achieve business goals. Keen to find a challenging position within an ambitious company where I will be able to continue to increase my work experience, were I can learn & develop my abilities.

### **PROFESSIONAL STRENGTHS**

- Have excelled consistently in the professional role I performs.
- Key account management (Govt and Corporate)
- Medical liaison
- Consistent sales performance
- Strong interpersonal and communication skills.
- Organisational skills.
- Customer relationship

### **PORFESSIONAL EXPERIENCE**

#### **Johnson & Johnson Vision (Erstwhile Abbott Medical Optics)**

*Oct 2015 - till now*

**Designation- Territory Manager**

**Territory – Central Kerala, based at Kochi.**

- Working on major Corporate and government Accounts (hospitals) for generating leads and working on govt. tenders for closing the deals and also giving demonstrations, installations of phaco machines on my area.
- Training the Councilors and OT staffs about IOLs benefits over the competitors and the machine settings and tuning process respectively.
- Building a strong relationship with Key people in a hospital like GM,MD,Ophthalmologists, Councilors for closing a deal.

- Working closely with the surgeons with cold call and frequent OT calls for ensuring that the surgeons are happy with the machine as well as discuss on improving the IOL sales.
- Working with distributors to establish sales chains.
- Organising and conducting promotional activities and CMEs.

### **Allergan India Pvt Ltd**

**Dec 2014- Oct 2015**

**Designation : Business Development Manager**

**Territory : All Kerala and Northwest Tamil Nad, based at Kochi.**

- Regularly and building a strong relationship with Retinologists, counselors, purchase managers and administrators.
- Working closely with the surgeons and counselors in order to improve the usage of the intravitreal implants.
- Equip the counselors for converting the patients to use implants over other competitors.
- Working with distributors to establish sales chains.
- Organising and conducting promotional activities and CMEs.

### **Novartis Healthcare Pvt Ltd**

**Feb 2012- Dec 2014**

**Designation : Territory Business Executive**

**Territory: North Kerala, Based at Kochi.**

- Regularly and building a strong relationship with Retinologists, counselors, purchase managers and administrators.
- Working closely with the surgeons and counselors in order to improve the usage of the biologic product Lucentis.
- Equip the counselors for converting the patients to use Lucentis.
- Working with distributors to establish sales chains.
- Organising and conducting promotional activities and CMEs.

### **Dr Reddys Laboratories Ltd**

**Aug 2010- Jan 2012**

**Designation : Scientific Business Officer**

**Territory : South Kerala, based at Kochi.**

- I have to meet the leading Orthopedics and Rheumatologists and promote the biologic product.
- I conduct meetings for the doctors like CMEs.
- Manage the distribution channel.
- Also I have to plan and execute patient awareness camps.

### **IPCA Laboratoris Pvt Ltd**

*Jan 2008- July 2010*

*Designation : Business Executive*

*Territory : Kochi.*

- Meet dermatologists regularly and promote the products and get business from them.
- Launching of new brands with activities
- Planning and conducting CMEs and other activities
- Manage the distribution channels.

### **Ochoa Laboratories Ltd**

*Apr 2006- Jan 2008*

*Designation : Medical Representative*

*Territory : Kochi.*

- Meet general physicians regularly and promote the products and get business from them.
- Launching of new brands with activities
- Planning and conducting CMEs and other activities
- Manage the distribution channels.

### **EDUCATIONAL QUALIFICATION**

- MBA- Marketing Management- Annamalai University
- B.Sc.-Botany - MAHATMA GANDHI UNIVERSITY
  - PLUS TWO-Science-St.Albert's H.S.S, Kerala Board of Exams.
- S.S.L.C - St.Albert's High School, Ernakulam

### **PERSONAL DETAILS**

- Male
- Born 24<sup>th</sup> May 1984
- Muslim
- Married
- Indian National
- Languages Known : English, Malayalam, Hindi

## ***DECLARATION***

I hereby declare that the above mentioned details are true and correct of my knowledge and belief.

Place : Ernakulam

**Al-Ameen.K.K.**

Date : 29.11.2017