

ABDUL ARSHAN

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PROFESSIONAL SUMMARY

Results-driven pharmaceutical sales professional with proven expertise in medical representative roles and healthcare operations. Demonstrated success in building strong relationships with healthcare providers and achieving consistent sales targets. Skilled in patient care coordination, insurance management, and pharmaceutical operations. Multilingual capability enables effective communication across diverse healthcare stakeholder groups.

PROFESSIONAL EXPERIENCE

Medical Representative / Business Executive
Troikaa Pharmaceutical

Sep 2024 - Present

- Consistently achieved and exceeded sales targets in cardiac division for four consecutive months
- Developed and maintained strong relationships with key opinion leaders and healthcare practitioners
- Conducted product presentations and organized continuing medical education programs
- Monitored market trends and competitor activities to optimize sales strategies

AR Caller
NYX Solutions

May 2024 - Sep 2024

- Managed comprehensive patient insurance documentation and claim processing
- Coordinated effectively with healthcare providers and doctor's offices
- Streamlined billing procedures and reduced payment processing time

Marketing Executive
Zydus Healthcare, Chennai

Jul 2023 - Dec 2023

- Executed strategic marketing initiatives for pharmaceutical products
- Developed effective sales collateral and marketing materials
- Collaborated with cross-functional teams to achieve marketing objectives

Assistant Pharmacist
Pradhan Mantri Bharatiya Jan Aushadhi Kendra, Ambur

Jan 2021 - Jun 2023

- Managed day-to-day pharmacy operations and inventory control
- Provided patient counseling and medication information
- Processed prescriptions and maintained accurate records
- Coordinated with suppliers for stock management

EDUCATION

Bachelor of Science (B.S.) in Biotechnology
Islamiah Autonomous College, Vaniyambadi

2023

- GPA: 7.8
- Relevant Coursework: Herbal Medicines, Pharmacology, Clinical Research

Higher Secondary Certificate (HSC)
Shukoor Matriculation Higher Secondary School, Ambur

2020

- GPA: 5.7

SKILLS

- Territory Management & Sales Planning
- Healthcare Provider Relationship Building
- Product Detailing & Presentations
- Medical Claims Processing
- Healthcare Compliance
- CRM Software Proficiency

LANGUAGES

- English (Professional Working Proficiency)
- Hindi (Professional Working Proficiency)
- Tamil (Native Proficiency)
- Urdu (Professional Working Proficiency)

CERTIFICATIONS

- Internship in Tissue Engineering
- Healthcare Sales Professional Certification