

APPLICATION

From

E-mail: rahulwm4@gmail.com

Mobile No: 8123452700

Address - House no 12 Samta

Society, krantinagar Lokhandwala

Kandivali East-401001

I am writing to express my interest in the Sales position. With a solid background in B2B sales and a keen understanding of the health industry's technological needs and Health fitness, I am excited about the

opportunity to contribute to your team.

In my previous role at Deeptek Medical Imaging and Aster Digital Telehealth, I successfully drove sales growth by identifying and capitalizing on opportunities within the healthcare sector. I have a proven track record of forging strong client relationships and delivering tailored IT solutions that meet the unique challenges faced by healthcare organizations. My understanding of industry regulations and compliance standards, such as HIPAA, positions me well to navigate the complexities of selling Products in the health sector.

Furthermore, I am passionate about leveraging technology to improve patient outcomes and streamline healthcare delivery. I am committed to staying abreast of the latest advancements in both IT and healthcare to provide innovative solutions that address the evolving needs of your clients.

I am particularly drawn to Organization because of its reputation for innovation and commitment to improving healthcare through technology. I am eager to bring my expertise to your team and

Thank you for considering my application. I am looking forward to the opportunity to discuss how my skills and experience align with the needs. Please find my CV attached for your review.

Thanking you

Pr. Rahul Dubey

E-mail: rahulwm4@gmail.com

Mobile No: 8123452700

Carrier Objective And Achivements :-

To perform the task assigned to me with the best of my ability and to work dedicatedly towards the success of the organization. Trying to become the man of values & the man of success.

Rewarded three times in **CIPLA** for extra ordinary working and lead the team with success.

Awarded From **NATIONAL LEVEL ON SOPHISTICATED INSTRUMENT**.

Areas Of Interest :-

MARKET RESEARCH

BUSINESS DEVELOPMENT STRATEGY

MAKING PRODUCT AS BRAND WITH DIFFERENT STRATEGY

LEADING TEAM ENTHUSIASTICALLY AND HONESTLY

HARDWORKING WITH SMARTWORKING

PRODUCT MANAGEMENT

SALES CORDINATOR

IT SALES, SOFTWARE SALES(SAAS)

TELERADIOLOGY, CONCEPT MARKETING

HEALTH-TECH TECHNOLOGY

Educational Qualification :-

Examination	University /Board	Year of passing	Percentage
S.S.C.	GUJARAT BOARD	March-2006	84%
H.S.C.	GUJARAT BOARD	March-2008	61%
B.PHARM 1 ST YEAR	R.G.U.H.S.-Bangalore	NOV-2009	68%
B.PHARM 2 nd YEAR	R.G.U.H.S.-Bangalore	NOV-2010	70%
B.PHARM 3 rd YEAR	R.G.U.H.S.-Bangalore	NOV-2011	73%
B.PHARM 4 th YEAR	R.G.U.H.S.-Bangalore	SEP-2012	79%
HPLC,HPTLC,PC,UV	R.G.U.H.S.-Bangalore	FEB-2012	

WORK EXPERIENCE:-

SHANKUS ACME PHARMACEUTICAL- OCT 2012 TO FEB 2015 DAMAN AND AHMEDABAD HQ

WORKING AS BUSINESS OFFICER, PROMOTING PRODUCT TO DOCTORS, CONVERSION AND BUILDING THE SALES, TAKING A CLOSE LOOK AT DIFFERENT PRODUCT SALES, PROFILING OF CUSTOMERS AND WORKING ACCORDING TO IT, BUILDING UP DIFFERENT STRATEGY AND LAUNCHING A PRODUCT IN THE MARKET, CLOSING OF SECONDARY SALES AND COLLECTING ORDERS OF DIFFERENT PRODUCT.

CIPLA PHARMACEUTICAL- FEB 2015 TO 2017 AGRA AND DELHI HQ

PROMOTED FROM MANAGEMENT TRAINEE TO TERRITORY MANAGER, GOT APPLAUSED FOR CONVERTING TWO MEDICAL COLLEGE, ORGANISING CAMP TO EVERY HOSPITALS WHICH HELPS FOR CONVERSION, WORKING IN IPD AND OPD, DAILY CALL REPORT, WEEKLY CALL REPORT AND MSL, HANDING TEAM AND TRAINING THEM ABOUT THE COMPETITORS AND GOT 3 RATINGS IN MY APPRAISAL.

CLIRESRCH CRITICAL PHARMA-(MEDICINE, TELERADIOLOGY) APRIL 2017-2020(BUSINESS MANAGER) Bangalore and VAPI HQ

TELERADIOLOGY and Health tech fitness technology for improving quality of life, VISITING MARKETING SENIOR BUSINESS AND DEVELOPMENT MANAGER AND SALES CORDINATORS, REACHING AND FIXING APPOINTMENTS WITH THE CLIENTS AND CONVERTING FOR SERVICES, DAILY VISIT REPORT, COLLECTING LEADS AND COLD CALLING, DISTRIBUTIORS APPOINTING AND MARKETING STRATEGY BUILD IN VACANT PLACE AND ACHIEVING SALE TARGET IN VACANT PLACES

DEEPTTEK MEDICAL IMAGING SERVICES PVT LTD. (TELERADIOLOGY SOFTWARE AUG 2021 TO JULY2023 (SOUTH INDIA ,GUJARAT, MAHARASHTRA)

Visiting Diagnostic and Hospita for Health-Technologyl, Covering south karnataka for our AUGMENTO B2B sales

PACS has features like MiP MiNip, VR , MPR, CPR. Installation of Deeptek Teleradiology Gateway to Client center, Modalities configuration, Understanding the client's nature and convert them in Prospect.

ASTER DM HEALTHCARE (ASTER TELEHEALTH) PANIndia Current
My Aster App- Health-Tech Technology for Hospital and Diagnostic for Consultation, Chronic Disease Management, Wellness program for stroke Patients and Sr.Citizen. Health diet program for patients and Reports.

EMR Technology - Storing data for Long periods.B2B Sale.

KINS AND LIFETRAK PACS has features like MiP MiNip, VR , MPR, Installation of PACS,Aster Teleradiology Gateway to Client center, Modalities configuration, Sending images to server for Reporting
Understanding the client's nature and convert them in Prospect.Team handling,CRM.

TOTAL 12 YEAR 7MONTH EXPERIENCE

Personal Information :-

☐ **FATHER'S NAME** : RAMPRAKASH DUBEY :
☐ **Date of Birth**: 10th SEP 1989
☐ **Marital status** : MARRIED
☐ **Language Known** : HINDI, ENGLISH, GUJARATI AND KANNADA
☐ **Nationality** : INDIAN
☐ **Hobbies** :SINGING, CRICKET, VOLLEYBALL

Declaration :-

I hereby declare that the above-mentioned information is true and to the best of my knowledge.

Date:

Place: MUMBAI

RAHUL DUBEY