

Summary

To pursue a professionally satisfying growth and challenging career. Seeking a quality environment where my knowledge can be shared and enriched for the growth of the organization and self.

Career**Feb-2013 -Present****MANAGER-MARKETING****Health Care Global Enterprises Ltd** –Bangalore.

- Developing and managing sales teams to deliver commercial and operational results.
- Develop partnerships with third parties and external organizations.
- Keeping accurate statistical information and records.
- Brand promotion and selling to clients both face to face as well as over the Internet & telephone.
- Ensure junior employees reach their full potential through constant evaluation, coaching and training on job and off the job.
- Selling big ticket products, services and solutions.

BUSINESS DEVELOPMENT MANAGER**Sept 2011-Feb-2013****Boehringer Ingelheim-** Bangalore.

- Responsible for achieving revenues in accordance with agreed targets, sales . Also in charge of overcoming any initial customer objections, and then pulling them into a conversation about the company's products.
- Developing new business within the existing customer base.
- Keeping abreast of changes in the marketplace and watching competitor activity.
- Developing and managing sales teams to deliver commercial and operational results.
- Develop partnerships with third parties and external organizations.
- Keeping accurate statistical information and records.
- Marketing and selling to clients both face to face as well as over the Internet & telephone.

TERRITORY MANAGER**March 2009-Sept2011****Cipla Ltd** Bangalore.

- Marketing of World class drugs and devices Manufactured by CIPLA Ltd.
- New product campaigning, advertisement, branding etc.
- Proactively develops and improve products and services
- Build and maintain excellent relationships with colleagues and clients
- Maintain the Business Development databases
- Daily basis online reporting as well as reporting to Sales manager.
- Team handling, motivating, provide training to team.

RETAIL OUTLET MANAGER**March 2008-Feb 2009****Subhiksha Trading services ltd** Bangalore

- Marketing of FMCG,PHARMA, TELECOM
- New product promotion, advertisement, publicity.
- Handling team and entire outlet, reporting to business development manager.
- Sending reports daily basis on stocks. Sales demand etc.

Academia:

- **Master of Business Administration :MBA** 2006-2008
 - Specialization: Marketing
 - Institution: RNS Institute of technology, Bangalore, Karnataka.

 - **Bachelor of Science** : BSc 2003 -2006
 - Stream: Electronics.
 - Institute: BVB College, Bidar, Karnataka. (2006)
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Achievements:

- Successfully Completed NCC' C' Certificate a Three Year Course from **Indian Air force.**
 - Participated in International marketing seminar.
 - Participated in NSS program for consecutive 2 years.
 - Conducted State level fest Gestione 2008 in college premises 67 colleges were participated.
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Personal:

- Date of Birth: 09-05-1984
 - Fathers name: Shivshankerayya R Nasi
 - Languages Known: English, Hindi, Kannada, Telugu, Marathi
 - Permanent Address: #007 SKC White Meadows Kengeri Bangalore-560060
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