

Name	First Name	Middle Name	Last Name
	Arunkumar		Govindharaj
Position Applied: Sales Representative / Territory Manager Gender: Male Date of Birth : 17/06/1997 Current CTC + Variable: 6.24 LPA + (Incentive -2.50LPA , DA 2.40 LPA) Expected CTC: 8.00 LPA Years of Work Experience (permanent) & Name of Organization: 5.7 Years of Experience, Current organisation: Eris lifesciences			
Email Id (Personal) : arungovindaraj2108@gmail.com Contact Number : 6383564198 **Please call out any education or professional gaps in your career.			
Permanent Address		Present Address	
333/2, Chinthagampalli village and post, Krishnagiri District. 635104		J6, Baid metha complex, little mount, Saidapet, chennai 600015	

Please answer the following questions in not more than 200 words each. All questions are compulsory. Some questions contain more than one part; your response should answer all the parts.

- Describe the biggest accomplishment in your area of work. (a) Was it your biggest accomplishment so far? (b) Could you have done it better? Please elaborate.

a) Within a month of joining my present organisation, I made two breakthroughs in my territory—both for the more recent indications that weren't previously suggested. I tapped thirty new prescribers at Abbott Healthcare for the newly launched brand.

- Tell us about something that you had to achieve in your area of work, and you could not do it. Could it have been avoided and was the outcome?

I once aimed to increase sales for a specific product line but fell short due to unexpected market changes and underestimated resources. Better research, collaboration, and adaptability could have helped. It was a learning experience that I'll apply in the future.

- Describe a situation where you had to adjust to changes which you had no control on. How did you respond and what was the outcome?

In a past role, our company underwent restructuring beyond my control. I quickly adapted by seeking clarification on my new role, collaborating with colleagues, and maintaining productivity. As a result, I successfully acclimated to the changes and strengthened relationships across teams."

4. How do you handle a situation where everything is 'turned upside down' and nothing goes as per plan? What is your response to such situations; please describe the situation and the outcome.

In stressful situations, I usually choose to observe first before acting.

5. What do you expect to find in our company that you do not have in your current role? I actively engaged in team meetings, brainstorming sessions, and cross-functional projects.

Pros : Career advancement opportunities, support mentorship, Structured Training program , Innovative technologies and tools, A good marketing support as well as Technical support

Cons : There will undoubtedly be many benefits to joining an MNC like Medtronic compared to the drawbacks, albeit the cons may vary depending on the circumstances.

6. What would your immediate supervisor say your most important strengths and areas for improvement are?

My immediate supervisor has informed me that these are my strengths time management and customer handling, together with the rapport I developed with the customer and resolving the Customer's queries

When comes to improvement areas , Sales techniques which will help to be a better sales person and with expanding the professional network which helps to build career

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Position I liked best: I particularly enjoyed my role as a medical salesperson because it allowed me to combine my passion for healthcare with my sales and communication skills. I found fulfillment in educating healthcare professionals about pharmaceutical products, building relationships, and contributing to better patient outcomes. The dynamic nature of the role kept me engaged and challenged, and I appreciated the opportunity to continuously learn and adapt in a fast-paced environment.

Position I liked least: While every role presents its own set of challenges and learning opportunities, I may have found certain aspects less enjoyable in a previous position. Perhaps in a past role, I felt constrained by limited opportunities for growth or faced challenges with certain aspects of the job, such as extensive travel or administrative tasks that detracted from my primary focus on engaging with healthcare professionals. However, even in less preferred positions, I always sought to find opportunities for learning and growth, and I remain grateful for the experiences that have shaped my

Why do you want to join Medtronic? What are the pros and cons of the position you are considering?

Industry Leaders, Career growth opportunities, Impactful work, Training and development , Global reach

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Your co-workers? Your direct reports?

9. Are you prepared to perform duties that may not be part of your routine?

1 As a team player, I'm always ready to step up and take on tasks outside of my usual responsibilities if it means supporting the team and achieving our goals. Whether it's lending a hand to a colleague, tackling unexpected challenges, or learning new skills, I'm committed to doing whatever it takes to contribute to our collective success.

1 I thrive when working with motivated individuals who value clear communication, collaboration, and mutual respect. I appreciate teammates who bring diverse perspectives to the table, as it enriches our collective problem-solving and fosters a positive working environment."

1 Among your many personal qualities, which qualities do you consider most important?

I'm an athlete, and I led both my cricket and athletic teams. I wish to avoid missing this athlete's exceptional sportsmanship at all costs.