

CURRICULUM VITAE

DEBABRATA SEN

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CAREER OBJECTIVE

Seeking opportunity for job in an esteemed Organisation and thereby getting the opportunity to develop my skills and knowledge in the field of finance and marketing through analysing the position of the said organisation and also seek further scope of its development to achieve corporate goals while attaining professional and personal growth, in a professionally managed organization.

CORE COMPETENCIES

- 1 Core planner, strategist, a positive thinker.
- 2 Believes in achieving the core objective of the organization.
- 3 Co-operative, analysis and enrich interpersonal skills.

ACADEMIC QUALIFICATION

Examination Passed	Board / University	Year of Passing	Percentage
S.S.C.	West Bengal Board of Secondary Education	2002	65.37%
H.S.C. (Science)	WBCHSE	2004	55.9%
Diploma in Pharmacy- I	WBSCTE	2005	68.72%
Diploma in Pharmacy- II	WBSCTE	2006	70.1%

ADDITIONAL QUALIFICATION

COMPUTER SKILL

OPERATING SYSTEMS: MS OFFICE (word, excel, PowerPoint), Internet.

TRAINING: Successfully completed 3 months practical training under education regulation 1991 of “PHARMACY COUNCIL OF INDIA”, at District Hospital (M.J.N HOSPITAL) Cooch Behar.

JOB EXPERIENCE

Worked with **Drakt Pharmaceutical Pvt. Ltd.** as a JUNIOR CHEMIST in Q.C Lab from 7th December 2006 to 20th December 2007

JOB RESPONSIBILITIES AS Jr. Q.C. CHEMIST: To test Raw material as well as finished product by the guideline of I.P., B.P., U.S.P. & make a test report.

Worked with **Wockhardt-Merind Ltd.** as a Territory Manager at Cooch Behar H.Q. Since **5th June 2008 to 29th may 2012 C.T.C.:-** INR.2.10 L. P.A.

Worked as a “FRANCHISEE” FOR NORTH BENGAL with **SANTO MEDISCIENCES PVT LTD,** Since 1st June 2012 to till date.

PRODUCT HANDLING

DECDAN, PRACTIN, METHYCOBAL, VISCODYNE, ACE-PROXYVON, TRINUROSOL-H, B.G.-PROT, SAMMY, MOBIWOK PLUS, FLUPROXY, DICLOAQUA INJ ETC.

JOB DESCRIPTION

- > To meet with doctors and chemist and stockiest
- > To generate prescription.
- > Generate new customer and increase business.
- > Launching new products.
- > Implement the company strategy in proper way and for right product.
- > Managing Sales & Marketing activities for promoting pharmaceutical products & achieving business goals & increased sales growth.
- > Conducting market research to analyze and assess market needs.
- > Driving business growth through attainment of periodical targets.
- > Coordinating & organizing sales promotion to create market brand visibility.
- > Exploring business opportunities in the assigned territory
- > Preparing sales & marketing strategy for promoting products.
- > Implementing strategies & plans to achieve sales target
- > Generate revenues through sales & promotion
- > Forecasting monthly/annual sales targets and executing them in a given time frame.

PERSONAL PROFILE

- Father's Name: Late Ratan. K. Sen.
- Date of Birth: 16th May. 1987
- Marital status: Married.
- Sex: Male.
- Nationality: Indian.
- Domicile State: West Bengal.
- Languages Known: English, Hindi, and Bengali.

STRENGTHS

- ✓ Good Communication Skill.
- ✓ Adjusting according to the nature of Job and Work Profile.
- ✓ Ability to work in a team.
- ✓ Ability to accept the new challenges.
- ✓ Quick learner.
- ✓ Hard worker.

INTEREST AND HOBBIES

- 1 Interacting with people from all work of life.
- 3 Listening songs, watching movie.
- 4 Like to travel different places and enjoy natural beauty.

DECLARATION

I hereby declare that the above – mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

SIGN:

Debabrata Sen