

Jayanthan Nair. R

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*A result-driven professional targeting assignments in **Product Management /Marketing Management / Purchase Operations** with an organisation of repute
Industry Preference: Pharmaceutical / Biotech /Hospital
Location Preference: Mumbai / Kerala / Hyderabad*

PROFILE SUMMARY

- A competent professional with **nearly 2 years** of experience in **Sales & Marketing, Product/Brand Management and Business Development**
- Expertise in achieving the Sales cum Operational target and developing the business for new products & services
- Increased revenues by using effective sales tools and streamlining the process for bookings
- Organizing marketing/sales promotional activities as a part of brand building and market development effort by mapping the target customers
- A go-getter with strong communication, analytical & networking skills; capability to work & adjust as per team's strength

CORE COMPETENCIES

Inventory Management
Market & Competitive Analysis

Strategic Planning
Business Development

Product Launch & Promotion
Supply chain Management

ORGANISATIONAL EXPERIENCE

Feb'17- Present

Docon Technologies Pvt. Ltd., Ghatkopar, Mumbai as Operations Manager

Key Result Areas:

- Showcasing the product to the doctor by training them once the product is sold
- Building relationship with the doctors and completing the sales cycle by making them customer
- Coordinating with the team of Operations Executives by assigning them the task
- Acting as a bridge between the customers and tech team by taking the feedback from the doctors so to help the tech team in product development
- Facilitating appointments with Doctors, Pharmacists & Hospital Medical Teams for creating awareness and promoting products & services
- Meeting new vendors for price negotiation and order processing
- Maintaining high accuracy levels in compensation team & calculating compensation costs depending on types of payment
- Managing all aspects of sales & marketing including market expansion, competitive analysis, forecast, product positioning

Highlights:

- Contributed in initiating the Operations in Mumbai
- Contributed in the expansion of new city and operational set-up in Chennai and Hyderabad
- Increased revenues by using effective sales tools and streamlining the process for bookings
- Exceeded average revenue per cover of social & corporate segments as compared in the previous year
- Developed strategies such as Customer acquisition, Lead generation, Business Development, for increasing opportunities to meet and talk to contacts in the Medical and Healthcare sector

INTERNSHIP

Organisation: Mylan Pharmaceuticals

Period: May'16 - Oct'16

Role: SCM Intern

Description:

- Studying the impact of transition on order execution and inventory

- **Production Planning Department:** Study the process flow of planning department
- Understanding the “Production plan vs. Actual” process
- **Purchase Department:** Process of incorporating artwork changes in the delivery of materials as per plan
- **Inventory analysis** of RM and PM during the pre and post-merger period

TECHNICAL SKILLS

- Operating Systems – MS Windows, Ubuntu, Linux
- Application Tools – MS Office, WPS Office, Adobe, Camtasia
- SAP Basic

ACADEMIC DETAILS

- 2017** MBA – Pharmaceutical Management from Institute for Technology and Management, Mumbai.
- 2015** M.Sc. (Biotechnology) from Pillai’s College of Arts Science and Commerce, Mumbai University, Maharashtra
- 2013** B.Sc. (Biotechnology) from Pillai’s College of Arts Science and Commerce, Mumbai University, Maharashtra
- 2010** XII from Kendriya Vidyalaya, Colaba, Mumbai
- 2008** X from Kendriya Vidyalaya, Colaba, Mumbai

Other Courses:

Completed 5 months of Laboratory Research in Validation of Protein Markers using IHC technique of oral Cancer in Tata Memorial Centre- ACTREC

PERSONAL DETAILS

Date of Birth: 5th March 1992

Languages Known: English, Hindi and Malayalam

Address: Flat No. 304, E wing, Rail Vihar Co-operating Housing Society, Sector-04, Kharghar, Navi Mumbai.