Resume

**NAME: - MR. SAMEER MUKUNDRAO MARATHE**

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Gamne Mala, Makhamalabad

Nasik

**BIRTH DATE: -** Jan – 27 -1984

**MARITAL STATUS: -**  Married

**LANGUAGES KNOW: -**  English, Hindi, Marathi

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| **Objective** | **To obtain the higher management responsibility with an aggressive organization, where demonstrated skills in Sales, Marketing and Administration can be translated into improvement, growth, profitability& high level of employee satisfaction with better customer relation.** |
| **Summary & Skills** | * 8 years’ Experience in Sales & Marketing. * Skilled in Team management and proven leadership ability to build a highly motivated team capable of delivering high performance. * In-depth experience in launching & establishing of new products. * Computer proficient, MS-Office under window 2010. |
| **Professional-experience** | Cipla ltd 8 august 2008 to Feb 2013, from Feb 2013 to September 2013 in sundyota Numandis , from September 2013 to June 2016 had a Medical shop . From August 2016 till present working with **Medall spark diagnostics.**  **Job Profile -**   * Profit Partner & Custodian of company in assign Zone. * Being responsible for overall strategy compliance of the company. * Achieved 100% Target.. * Motivate team to perform the best in the industry * Engaging in new innovative activities on regular interval to be the different from crowd.   **Key Responsibilities**   * Being responsible for individual and accumulative sales target of all the Head-quarters. * To do control and Monitor the working of Medical Representatives, motivate them to achieve overall objective and ensure their target achievement. * Identify & develop market thrust areas and undertake promotional activities for the same to establish the brand value of the company. * Always update myself as per market & customers demand & need to get better advantage for high volume sales. * As the Profit centre-head accountable for the overall operations and profitability as well as collection of the Region. |
| **Academic-Qualification** | B.Sc. Chemistry |
| **Computer** | Conversant with MS Office, PowerPoint, Excel  Good knowledge of Computer Handling. |
| **Languages** | English, Hindi & Marathi |
| **Strengths** | * Good @ Manpower handling, Training, * Ability to work in fast placed changing environment motivated and committed to excellence. * Ability to meet high standard within the confines of challenging deadline. * Adaptability to the latest development in the technology, ability to work hard and get along with a team. * Excellent Co-ordination between the management, public, patients. |

I, hereby declare that above information given by me is true the best of my knowledge.

PLACE: - NASHIK

DATE: - / /20 (MARATHE S.M.)mso92