

Santosh Kumar

Gariababd Mohalla Umerkot Sindh Pakistan

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Objective

To serve in a progressive organization offering job satisfaction, a challenging work Environment and a vast opportunity for career development based purely upon achievement and results.

Summary of Skills

- More than three years of professional experience in selling medical products
 - Extensive knowledge of complex medical terms and procedures
 - Good time management and organizational skills
 - Skilled in developing trust and build good rapport with customers
 - Excellent command over written and verbal communication
 - Good convincing and negotiation skill
 - Flexibility, result-oriented with good sales skills
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Work Experience

2nd June 2013 to 31st March 2015

Hospital Pharmacist at ADK Company Pvt Ltd

Responsible for managing of pharmaceutical products,

- Performs one-on-one meetings with pharmacist, doctors, and nurses
- Place the order's to the stockiest and maintain the inventory,
- Monitors the supply of drugs as well as inform doctors, pharmacist and nurses of the forthcoming changes
- Attend the prescription and honor it
- Reciprocate customers need's,
- Compiles data on requirement and supplies products required by customers
- Maintain the accounts

20 Nov 2013 to 31st Dec 2014

Franco Indian Pharmaceuticals

Responsible for selling for antibiotic and analgesic, products and marketing of pharmaceutical drug

- Arranges appointments with medical professionals like doctors and pharmacists to spread awareness about the drugs and medicines of the organization
- Maintains good relationship with nurses and doctors as well as develops contacts with people in the medical world
- Educates the advantages of drugs of the organization to doctors and other medical professionals

- Organize conferences and studies data to describe new products and develop sales approach
- Maintains up to date knowledge on latest development in the field of medicine
- Sells medical products and performs other tasks as required

15th September 2010 to 14th May 2013

SAMI Pharmaceuticals

- Responsible for marketing of pharmaceutical products,
- Performs one-on-one meetings with pharmacist, doctors, and nurses
- Monitors the supply of drugs as well as inform doctors, pharmacist and nurses of the forthcoming changes
- Introduces new products of the organization
- Visits hospitals to meet with doctors to persuade them to purchase the products
- Compiles data on requirement and supplies products required by customers

Others

- 2 Months internship in PharmEvo pharmaceutical
 - Study Tour to Novartis pharmaceutical
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Academic Qualification

PHARM.D from University Of Sindh Jamshoro

(1st Division **77.0%** (**3.52** CGPA))

Highlights

- Pharmacology
 - Marketing and Management
 - Pharmaceutics
 - Medicinal Chemistry
 - Physiology
 - Sales and Accounting
 - Business Communication
 - Human Anatomy
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Personal Information

Email: santoshamrani@gmail.com

Date of Birth: 5th July 1985

Marital Status: Single

Nationality: Pakistani

Address: Gribabad Mohalla Umerkot Sindh Pakistan

Contact #: +92,3313880525

Languages

English: Fluent verbal and written skills

Urdu: Native language

Sindhi: Native language

References

Personal and employer references can be provided on request.