

JEBARAJ DURAISINGH

DISTRICT BUSINESS MANAGER

WHY HIRE ME

- 8 years of experience as manager within Pharmaceutical industry:
 - Frame customer centric plan and procedure to market the products
 - Involved in all phases of the flow, from planning until delivery of the product
 - Manage all communication efficiently when any roadblock or issue arises
 - Worked on challenging environments and projects with massive targets
 - Strictly adhering to SOPs
- Over 15 years of experience in sales within the pharmaceutical industry
- Expertise in building customer relationships and providing exceptional service
- Strong team leadership skills
- Advanced skills in Word, Excel, and PowerPoint
- English, basic French, Tamil

TECHNICAL SKILLS

- Highly organized
- Problem-solver
- Multitasker
- Detail-oriented
- Impeccable work ethic
- Dynamic
- Friendly
- Collaborative

PROFESSIONAL EXPERIENCE

Olive Agencies, Coimbatore, India

Area Business Manager | Nov 2018 - Mar 2022

- As the Area Business Manager (Olive agencies) of Allendale (one of the leading pharma products manufacturers in India), handled the sales and marketing for the region of Coimbatore, South India
- Framed annual and quarterly plans, which included plans to gain new client relationships, marketing a range of pharma products with already existing clients
- Provided continuous follow-up with the clients in order to build professional relationships and gain more business
- Updated Billing and Sales details in reporting system
- Handled sales of different pharma segments such as general, cardiac, diabetic, gynecology and ortho
- Analyzed trends from the sales of pharma products and aimed to market the product according to market demand

Mankind Pharma, Coimbatore, India

District Manager | May 2014 - Oct 2018

- Managed a team of 6 members, coordinating the sales and marketing of pharma products within different segments
- Earned incentive for every new target achieved and company sponsored vacations as reward
- Built a strong team which performed efficiently in building new relationships
- Guided new comers with the process and business to help them meet the targets
- Proactively involved in marketing the new products to various clients and produced best sales from them
- Created liaison with more than 900 Doctors and Chemists thereby managing widest coverage within the area
- Updated Billing and Sales details on the SAP based reporting tool, which was reported the status to management

Achievement: Exceedingly met the targets set for the team for each quarter and was awarded every year for best sales performance within the area

Medical Representative | Apr 2009 - Apr 2014

- Handled more than a hundred pharmaceutical products, including top 5 ranked products in India
- Updated Billing and Sales details on the SAP based reporting tool

Achievements: Exceedingly met the targets set for the team for each quarter and was awarded every year for best sales performance within the area; Achieved numerous awards and rewards for best sales and achieved highest award for best performance every year

PROFESSIONAL EXPERIENCE

Indchemie Health Specialities, Coimbatore, India

Medical Representative | June 2008 - March 2009

- Learned Pharma Marketing and Techniques
- Participated in company training program to get deeper understanding of the business

Achievement: Exceedingly met the targets set for each quarter increasing sales by 40%, by implementing a customer retention program and providing quality customer service

EDUCATION

Bharathiar University, India

Master of Business Administration | June 2009 - May 2012

Bachelor of Business Management | June 2004 - Dec 2007

References available upon request.

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