**Jebaraj Duraisingh**

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**BUSINESS ANALYST**

**PROFILE**

* More than 15 years of experience in Business and Customer satisfaction
* Bachelor’s degree BBM, Business Management,
* Master’s degree MBA, Marketing Management in India
* Diploma in Business Analyst at MCIT Montreal, Canada.
* **Operation system**: MS Windows, Mac
* **Database:** MS- SQL
* **Office Tolls:** MS Office 365
* **Power BI:** MS Power BI, Dax
* 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.
* Strict adhérent 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, Intermédiate French, Tamil

**PROFESSIONAL EXPERIENCE**

**Entrepreneur/Régional Business Manager**| Olive Agencies, India Nov 2018 - Mar 2022

* I started the company in 2018 and I developed it and I also worked As a Regional 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 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.

* **Achievements :**

Created a new business, new clients, gathered a lot of Business knowledge and how to also be learnt how to satisfy clients. Spread the business entire city**.**

**District Manager** |Mankind Pharma, India 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 newcomers 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 1000 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

***Achievements****: 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

* **Achèvements :**

*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*.

**ÉDUCATION**

**Analyste d'Affaires** | 2023-2024 MCIT, Canada

MCIT, Canada

**Certification** "Start a Business, in English" | 2022 Collège Fengey, Canada

**Master en Administration des Affaires** | Juin 2009 - Mai 2012 Université Bharathiar, Inde

**Baccalauréat en Gestion des Affaires** | Juin 2004 - Décembre 2007 Université Bharathiar, Inde

**AMÉLIORATION**

**Cours de français :**  jusqu'au niveau 5 terminé en 2022-2024.

Centre Paulin-Julien, Montréal, Québec, Canada.

**BÉNÉVOLAT**

Quelques mois en tant que Directeur des Ventes dans une entreprise de collations, où j'ai réalisé une percée commerciale significative.

*.* *Références disponibles sur demande.*

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