

# **CURRICULUM VITAE**

## **SANJAY KUMAR VERMA**

**204 SHREENATH JI EXOTICA,  
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## **CAREER OBJECTIVE**

To utilize my knowledge, improvise skills and proven abilities in an organization that promotes learning motivation and team work, to get the profitability and growth of the organization and self.

## **ORGANIZATIONAL EXPERIENCE**

- 2-year experience “SYNCHEME LAB”, at Indore as a Medical Representative (2000-2002).
- Joined BLUECROSS PVT.LTD as PSO (2002-2007).
- Got promotion as an ABM (2007-2008).
- Got promotion as a REGIONAL MANAGER (May 2008 - March 2024).
- Joined RPG Life Sciences as a RBM (March 2024 – Till now).

## **ACHIEVEMENTS**

### **BLUECROSS ACHIEVEMENTS**

- In the year of 2019 annual achievement was 101%.
- In the year of 2020 annual achievement was 88%.
- In the year of 2021 annual achievement was 113%.
- In the year of 2022 annual achievement was 103%.
- Last four years annual achievement is above 100%.
- Continued performer since joining as a PSO quarterly and yearly budget above 100%.
- Won number of prizes in contests like meftal master contest, bike, gold medal award and incentive.

### **RPG Life Science ACHIEVEMENTS**

- Covering MP-CG/Nagpur/Jalgaon.
- Specialty covered Physician, Cardio-Diabetic.
- Achieved March 2024 target 105%.
- Achieved April 2024 target 107%.
- Achieved May 2024 target 94%.
- Achieved June 2024 target 100%.

## **JOB PROFILE**

- To achieve the Sales target set by Channel Manager.
- Responsible for Secondary Sales targets.
- Effective communication & proper Product training to Retailers.
- Responsible for proper brand visibility & Sales promotional activities.

- **Monitoring competitor's activities.**
- **Timely give feedback with suitable inputs to organization.**
- **Resolving Retailers & Customer Queries by interacting with them.**
- **Implementing proven marketing skills and creating awareness of company's services.**
- **Generated business for the company by introducing new clients.**

## **STRENGTH**

- **Positive thinking and team work and believe in stability.**
- **Good communication skills in English & Hindi**
- **Fine knowledge of my territory with details of leading specialty.**
- **To work in an organization which offers a highly creative & challenging environment.**  
I have a good relationship with the doctor, stockiest and retailer.

## **POSITIVE ATTRIBUTE**

- **I believe in supporting our people by providing them with enough resources to do their best work.**
- **Give regular feedback to our people for continuous improvement.**
- **Believe that a Satisfied employee always yields best results.**
- **Approach their relationship with their employees as a "work in progress".**

## **EDUCATIONAL QUALIFICATION**

- **B.sc (Bio) from Vikram University in the year of 1999.**
- **Higher Secondary from M.P. Board, Bhopal in the year of 1993.**
- **High School from M.P. Board, Bhopal in the year of 1991.**

## **PERSONAL PROFILE**

<b>Father's Name</b>	:	<b>Shri. BHERULAL VERMA</b>
<b>Date of Birth</b>	:	<b>9<sup>th</sup> October 1976</b>
<b>Sex</b>	:	<b>Male</b>
<b>Marital Status</b>	:	<b>Married</b>
<b>Nationality</b>	:	<b>Indian</b>

**DECLARATION:** I declare that the above information given by me in this resume is true to the best of my knowledge.

**Date:** 30/07/2024

**Place:** INDORE

**(SANJAY KUMER VERMA)**