

# AMLESH K YADAV

AREA BUSINESS MANAGER (ABM)

## CONTACT

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## PROFILE

A results-driven Medical Sales Executive with more than 12+ years of experience in leading pharmaceutical companies such as Medley Pharma, Macleods Pharma, Bayer Zydus, and Eisen Pharma. Proven track record of consistently achieving and surpassing sales targets, including multiple years of 100%+ performance and earning foreign trips to Singapore and Dubai as recognition for outstanding achievements.

## WORK EXPERIENCE

**EISEN Pharma** 2012 JUL- 2013 APR  
Sales Executive

- Managed medical product promotion across assigned territory.
- Built and maintained strong relationships with doctors and medical retailers.

**Macleods Pharma** 2013 Apr - 2016 Aug  
Sales Executive

- Successfully promoted company products and expanded customer base.
- Achieved annual targets consistently over 3+ years.

**Bayer Zydus Pharma** 2016 Aug - 2017 Feb  
Sales Executive

- Promoted specialty pharmaceutical products within assigned geography.
- Improved prescription generation through effective communication and product knowledge.

**Medley Pharma** 2017 Feb - 2024 Mar  
Sales Executive

- Managing end-to-end pharmaceutical sales operations in assigned territory.
- Building strong long-term relationships with healthcare professionals.

**Medley Pharma** 2024 Apr- Present  
**Area Business Manager (ABM)**

- Managing end-to-end pharmaceutical sales operations in assigned territory.
- Building strong long-term relationships with healthcare professionals.



## GROWTH HIGHLIGHTS

### Medley Pharma

- 2017-18: Achieved 85% of annual target
- 2018-19: Achieved 105% + Foreign Trip (Singapore)
- 2019-20: Achieved 108%
- 2020-21: Achieved 60% (Covid impact)
- 2021-22: Achieved 132%
- 2022-23: Achieved 132%
- 2023-24: Achieved 103% + Foreign Trip (Dubai)
- 2024-25: Achieved 65% (Team restructuring & promotions)
- 2025-26 (YTD): Achieved 107%

## STRENGTHS

- Good Communication skills
- Sincerity
- Quick Learner
- Self-Motivated
- Confidence and Positive Attitude.

## EDUCATION

**B.COM** 2009  
PURVANCHAL UNIVERSITY | JUNPUR

**Higher Secondary Board (HSC)** 2006  
V.N.G.I.C. | GYANPUR BHADOHI (UP)

**SSC** 2004  
V.N.G.I.C. | GYANPUR BHADOHI (UP)