

VIREN V. TIMBADIYA
B.Pharm , MBA

L/401 – Vrajdarshan Residency,
Vraj Chowk, Simada,
Surat – 395010
Gujarat, INDIA
E-Mail :- viren0312@gmail.com
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SUBJECT :- Application for the post of Eligible and Suitable Post.

Respected Sir,

With references to some reliable sources, I have come to know that there is a requirement of qualified person at your company. I would like to introduce myself as a young, dynamic and enthusiastic Pharmacy Graduate with MBA in Marketing Specialization. I would like to venture with this application for a post suitable to my qualification.

If you give me an opportunity for this requirement, I will give you full satisfactory work what so ever may be allotted to me. I will try my best of breath.

My resume is attached with this application for your kind consideration and sympathetic.

Thanking your anticipation and waiting for your favorable response.

Your faithfully,

(Viren V. Timbadiya)

Mr. VIREN V. TIMBADIYA
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Vraj Chowk, Simada,
Surat – 395010
Gujarat, INDIA

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CAREER OBJECTIVE :-

To gain expertise in the field of PHARMACEUTICAL SCIENCE, Hospital & Healthcare and to acquire vast experience in practical applications of the skill learnt.

I would like to achieve a very good professional status in my field of work. I want to work for company where I can best utilize my skills and knowledge. A company, which require goal oriented people and Development Oriented People having good communication skills and best to learn everyday.

WORKING EXPERIENCE :-

EMPLOYER - Johnson & Johnson Medical

(JJHS – Project handling by Medi Transcare Pvt Ltd)

Designation - Product Specialist

Head Quarter – Rajkot and also taking care of Whole Surastra & Kutchh Region

From – August 2011 to May 2014 (2 Years and 10 Month)

Roles & Responsibilities:

- ✓ I was responsible for developing market share for ASP (Advance Sterilization Product) – a division of Johnson & Johnson Medical in whole Surastra and Kutchh Region (Gujarat) dealing with infection prevention range of products , provide training to health care professionals like Nursing staff and Hospital staff on Infection Prevention practices and to promote and sell products to healthcare professionals.
- ✓ Representing JJHS (ASP) in events and conference and activities like Nurses Forum, In Clinic Service program, Surgeon Forum in my territory to engage customer for building customer loyalty and increase brand awareness.
- ✓ Provide customers with innovative service arrangements and consultancy to build and enhance customer loyalty.
- ✓ Successfully deliver positive outcomes on account rate contracts and negotiations.

- ✓ Rate Contract and price negotiation with hospital management for ASP portfolio.
- ✓ Key account management.
- ✓ Driving primary and secondary numbers.
- ✓ Analysis of monthly sales statement and making sales plan accordingly
- ✓ Market development initiatives.
- ✓ Planning & Executing marketing activities
- ✓ Support for new product launches.
- ✓ Creating brand awareness.
- ✓ Channel partner management

AWARD ACHIEVEMENT :

2012

- 1) I Have Been Awarded By Best PS of the Year 2012 in West Zone
- 2) I have Been Awarded By Best Performer of the Year 2012 in West Zone
- 3) I Have Been Awarded By Microshield Champ (Focus Product) of the year 2012 in West Zone

2013

- 1) I Have Been Awarded By Focus Product Smraat of the year 2013 - INDIA Level
- 2) I Have Been Awarded By Best Performer of the year 2013 - INDIA Level

EMPLOYER – MsGlobus Remedies Ltd

Designation - Professional Service Representative

Head Quarter – Rajkot, Ex HQ – Jamnagar, Jam-Khambhaliya, Morbi, Gondal.

From – May 2007 to September 2008 (1 Years and 05 Month)

Roles & Responsibilities:

- ✓ Responsible for Doctor's Visit and Generating Business from them
- ✓ Responsible for availability of all products at all retail counters
- ✓ Responsible for taking orders and monthly sales statement from the distributors
- ✓ Taking POB from all retail counter to increase sales

- ✓ New product promotion and establish the new products and giving technical information to the doctors

EDUCATION QUALIFICATION :-

- I have passed my Diploma Pharmacy and Degree Pharmacy with Second Class from SAURASTRA UNIVERSITY.
- I have been doing MBA with marketing specialization from Gujarat Technical University (MBA is going to end on 30th May 2015).

PERSONAL PROFILE :-

✓	NAME	Viren Timbadiya
✓	BIRTH DATE	03th june 1988
✓	MARITAL STATUS	Single
✓	GENDER	Male
✓	LANGUAGE KNOWN	Gujarati, Hindi, English.
✓	NATIONALITY	Indian
✓	COMPUTER SKILL	Basic, Internet