**ASHWIN VERMA**

[ASHWINVERMA400@GMAIL.COM](mailto:ASHWINVERMA400@GMAIL.COM)

**MOB - 7566806687**

Career Objective:

To work for a well known organization to show case my skills and talent and to aid my future in the field of pharmacy and help in the development of organization.

Work Experience:

1. Currently worked in AUROLAB FOUNDATION

6 JANUARY 2025 TO TILL TODAY

* Covers entire M.P on RATINA SURGEONS
* Selling Injectables as well as DEVICES in OPTHALMIC SEGMENT
* DUE TO DIVISION MERGE IN OTHER DIVISIONS NEED TO CHANGE

1. Previously worked as an AREA SALES MANAGER in SUNWAYS INDIA PVT. LTD.

5 DECEMBER 2022 TO 6 DECEMBER 2024

Lead the team of 4 Members in Opthalmic Segment as an Area Manager

Covers Entire M.P and Interiors

SPECIALITY COVERING :

* OPHTHALMIC SURGEONS, PEDIATRIC OPTHALMIC SURGEONS, GLAUCOMA SURGEONS, RETINA SPECIALIST , CATARACT SURGEONS

Dealing with different products like :

* Ophthalmic Eye Drops (Pre & Post Surgery Antibiotics), Antioxidant Tablet (For Retina Care) Opthalmic Eye Ointment (Antibiotics)
* Adding Products in the Government channel (Corporations, bulk as well as Local Tendor), Producing demand and suppling the products by taking order.

* Always Motivate my Team to Earn Incentives
* Launching new product to doctors.
* Achieving secondary as well as primary sales target of all products with focus products assigned by the company.

1. Previously worked as Area Manager in Insight Eye Care in Indore HQ from 2/August/2021 to 5/December/2022

Lead the team in Opthalmic Segment as an Area Manager

Speciality Covering :

* OPHTHALMIC SURGEONS, PEDIATRIC OPTHALMIC SURGEONS, GLAUCOMA SURGEONS, RETINA SPECIALIST

Dealing with different products like :

* Ophthalmic Eye Drops (Pre & Post Surgery Antibiotics), Antioxidant Tablet (For Retina Care) Opthalmic Eye Ointment (Antibiotics)
* Always Motivate my Team to Earn Incentives
* Continous Target Achiver
* Adding Products in the Government channel (Corporations, bulk as well as Local Tendor), Producing demand and suppling the products by taking order.
* Doing 2 RTM/Month and 1 CME/Quarter assigned as per marketing team.
* Launching new product to doctors.
* Achieving secondary as well as primary sales target of all products with focus products assigned by the company.
* Working with our channel partners in the field to drive better results at the end.

1. **Previously worked as Sales Officer in Ajanta Pharma ltd. (Opthalmic Division) in Indore from 20/MAY/2019 to 31/July/2021**

Regularly meeting & promoting brands to our customers ( OPHTHALMIC SURGEONS, PEDIATRIC

OPTHALMIC SURGEONS, GLAUCOMA SURGEONS, RETINA SPECIALISTS)

* Converting our customers to prescribe our products by medical terminology of products & by engaging them with various types of activities done by company.
* Doing availability of brands at chemists & corporate hospitals by meeting chemist & purchasers.
* Achieving sales target assigned by company in our territory by increasing secondary & doing primary billing from stockiest.
* Continously Star Performer.
* Launch First Time In India Products (Alcarex, Maxmoist Ultra)
* Continuesly Earn Incentives

1. **Previously worked as Marketing Executive in Indore HQ on Alkem Laboratories Ltd (General division) for 23/June/2018 to 20/May/2019**

\* Adding Products in the Government channel (Corporations, bulk as well as Local Tendor), Producing

demand and suppling the products by taking order.

**\*** Launch first time in India Product for Gastro Surgeons (COLMINT)

\* Achieving secondary as well as primary sales target of all products with focus products assigned by

the company.

\* Doing availability of brands at chemists & corporate hospitals by meeting chemist & purchasers.

**\*** Converting our customers to prescribe our products by medical terminology of products & by engaging

them with various types of activities done by company.

Academic Details:

Professional Qualification :

* Completed B. Pharmacy with Second Division from Swami Vivekanand College of Pharmacy, Indore affiliated to RGPV Bhopal (2013-2017).

Educational Qualification:

* Senior Secondary School Certificate (12th) with 55% from Madhya Pradesh Board of Secondary Education Bhopal M.P. in the year 2013.
* Higher Secondary School Certificate (10th) with CGPA 6.2 from Central Board Of Secondary Education in the year 2011.

Training & Project:

* One Month Industrial Training At Lupin Ltd., Plot No. 2 SEZ Phase-II Misc Zone Apparel Park Pithampur-454 775 Dist. Dhar (M.P.).
* A Study of QC Process
* ATTEND TRAINING OF ALKEM LABORATORIES
* ATTEND TRAINING OFAJANTA PHARMA
* ATTEND TRAINING OF INSIGHT EYE CARE PVT LTD
* ATTEND TRAINING OF SUNWAYS INDIA PVT LTD

**Description:**

* Demo-representation of HPLC, Thin Layer Chromatography, Gas chromatography & UV-Spectroscopy.
* PH-Meter Calibration.
* Demo-representation of Horizontal & Vertical Autoclave & Sterilization Process.
* Demo-representation of Stability Testing.

Major Project:

* Major Project on Title **A Review on Herbal Medicine** in 7thSemester

**Extracurricular Activities:**

* Actively participated in social, cultural and sports activities during my academics

**Hobbies/Interests:**

* Listening Music, Playing Chess, Playing Cricket.

Personal Details:

Date of birth : 14/12/1995

Gender : Male

Nationality : Indian

Marital status : Married

Languages known : Hindi & English

Fathers name **:** Mr. Ram Kishan Verma J

* **Rewards :**
* Rewarded as STAR Club Award for selling highest no. of Maxmoist all over India.
* Rewarded as award For conducting 1st Virtual meeting with Top KOL'S in Indore in the Pandemic situation of Lock down.
* Rewarded for the continuous performer of highest selling of brand "Maxmoist " & also shared my success story in Meeting of Ajanta Pharma

* Rewarded by NSM for the excellence performance in the chamber of doctor & also for the conversion of Dr. Prateep Vyas

**Declaration:**

* I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Indore

Ashwin Verma

Mob - 7566806687