

**RAJESH KUMAR BHATT**

RZG-561/4, STREET NO-1,

RAJ NAGAR, PART-2

PALAM COLONY,

NEW DELHI-110077.

+91 8130615088

Present location: New Delhi

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**OBJECTIVE**

To make successful career in a growth oriented and dynamic organization.

**STRENGTH**

- Achievement oriented with excellent people management skill and an ability to manage change with ease
- Proven strength in problem solving, coordination and analysis.
- Strong communication and organizing skills matched with the ability to perform under pressure, timely achieving the given targets.

**BRIEF OVERVIEW**

- Sound understanding of domestic and international markets and strong quantitative and conceptual abilities.
- Intensive promotion and marketing management experience.
- Proven ability to lead a team by example, and motivate them to achieve desired objectives.
- Strong exposure and understanding of business strategy planning and implementation.
- Excellent communication and management skills.
- Channel sales and distribution management.

**PROFESSIONAL EXPERIENCE**

- Having 19 years experience in sales and marketing in pharmaceutical industry in multispecialty segment.

**AXA PARENTERALS LTD**

Working as Manager International Marketing since June 2019.

## **BAKSON DRUGS AND PHARMACEUTICALS PVT. LTD.**

Worked as **Marketing Manager** in Bakson Drugs and Pharmaceuticals Pvt Ltd from November 2016 to June 2019. Dealing with Nutraceuticals, cosmetics and homoeopathic products. Leading a team of 40 representatives and 5 Regional Managers, covering entire south India.

Job responsibility includes dealer management, orders flow, credit control and achievement of the targets.

Monitoring doctor visit frequency and coverage, by the representatives new conversion and prescription generation by representatives.

Making sure the implementation of company strategy by the team, proper distribution of sampling and literature.

Filling the government and institutional tenders.

Taking part in national and international conferences.

Field visit 10-15 days in a month and meeting the dealers and distributors. Motivating the team members.

## **CHEMIRON INTERNATIONAL LTD**

Worked as Marketing Manager in Lagos Nigeria with Chemiron International Ltd from July 2011 to September 2016. With general products like blood tonic and blood capsules

Job responsibility was to manage the team of 50 representatives and 8 area managers covering entire nation, stations like Lagos, Kano, Onitsha, Ibadan and Port Harcourt.

Achievement of monthly, quarterly and yearly target. Strict implementation of company strategy, distributor management, maintaining healthy inventory at distributor level retail pharmacy promotion and selling OTC products.

Managing promotional campaigns like advertisements in TV and radio, local vehicle sticker campaign. Designing literature and promotional materials.

Giving product training to the team, and weekly monitoring their performance.

Monitoring primary and secondary sales from representatives and achieving the targets.

## **VITAPHOS LABORATORIES (N) LTD A division of Therapeutic Laboratories (N) Ltd**

Worked as Marketing Manager with Therapeutic Laboratories (N) Ltd from May 2009 to July 2011, in Kano Nigeria, with general segment of products like antibiotics, haematinic, anti materials, antacids etc. the job responsibilities include meeting all the dealers in the area and getting primary sales and ensuring the supply through delivery staff. Maintaining customer account sheet and collection of payments in time. Visiting major institutions like Aminu Kano hospital, Dala orthopaedic hospital and getting tender supply, and prescription generation from doctors. Worked with two representatives.

## **ALKEM BERGEN (A division of ALKEM LABORATORIES LTD)**

Joined Alkem Bergen in April 2004 as Marketing Executive Sales and worked as Marketing Executive

Up to May 2006. Worked in south Delhi. Job responsibility was to do the independent sales of products to the doctors. Generating secondary sales and collecting primary orders from dealers. Actively participating in doctors meetings, and doing camps ( bone densitometry camps) at the doctors clinic.

Worked as an Area Business Manager Sales in Alkem Bergen from 1<sup>st</sup> June 2006 to April 2009 Worked in south Delhi. Promoted antibiotics, calcium supplements, antacids, NSAID's, rheumatology and general products. Managing a team of 5 representatives in south Delhi, covering major institutions.

## **HEALTHEON (A division of GLENMARK PHARMACEUTICALS Ltd)**

Worked as medical representative Sales from Nov 2000 to March 2004 worked in south Delhi. Promoted anti diabetic and cardiology products. Job responsibility include doctor coverage, prescription generation and doctor conversion. Secondary sales generation and primary orders booking from the dealers.

## **EDUCATIONAL QUALIFICATION**

- MBA from National Institute of Management Pune in 2008
- Bachelor of Science in (Microbiology) from Pt. Ravi Shankar Shukla University Raipur Chattisgarh with Microbiology, Chemistry and Botany in 1999.
- Senior Secondary School Certificate C.B.S.E (12<sup>th</sup>) in 1996 Physics, Chemistry, Biology.
- Secondary School Certificate C.B.S.E (10<sup>th</sup>) in 1994.

## **LANGUAGES KNOWN**

English	read	write	speak
Hindi	read	write	speak

## PERSONAL DETAILS

Father's Name	Shri M.L. Bhatt
Date of Birth	26 <sup>th</sup> May 1977
Sex	Male
Age	42
Marital Status	Married
Nationality	Indian
Present Location	New Delhi, India
Mobile	+91 8130615088
E-mail	<a href="mailto:rajesh1_bhatt@yahoo.co.in">rajesh1_bhatt@yahoo.co.in</a>

## PERMANENT ADDRESS

RZG-561/4, STREET NO-1,  
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PALAM COLONY  
NEW DELHI 110077

Place \_\_\_\_\_

Date \_\_\_\_\_

**(RAJESH KUMAR BHATT)**