**PATEL NAYANKUMAR JAYVADANBHAI**

**E-mail Address-nayan11889@gmail.com**

**MOBILE NO. : +91 9429235049**

***CAREER OBJECTIVE***

Looking forward for a career in your esteemed organization whereby I can use my acquired knowledge and exhibit my skills and capabilities in order to achieve the organizational and personal goal.

***EDUCATIONAL QUALIFACATION***

|  |  |  |  |
| --- | --- | --- | --- |
| Year | Education | Board/  University | Percentage |
| 2014 | MBA (MARKETING) | GTU | 7.73(CPI) |
| 2011 | B.PHARMACY | RUHS | 73.77 % |
| 2007 | HSC(Science) | GS&HSEB | 63.20 % |
| 2005 | SSC | GS&HSEB | 79.57 % |

***COMPUTER PROFICIENCY***

MS-OFFICE, SPSS.

***WORK EXPERIENCE***

**1. Company Name:** YASH MEMDICARE PRIVATE LIMITED

(10 MONTHS)  
 **Designation:** MEDICAL REPRESENTATIVE (MR)

**Key Responsibilities:**

* Organizing appointments and meetings with community- and hospital-based healthcare staff.
* Identifying and establishing new business.
* Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists.
* Meeting both the business and scientific needs of healthcare professionals.
* Maintaining detailed records.
* Attending and organizing trade exhibitions, conferences and meetings.
* Writing reports and other documents.

**2. Company Name:** HOME PHARMA (18/7/15 TO PRESENT)  
 **Designation:** PROPRIETOR CUM MANAGER

**Key Responsibilities:**

|  |
| --- |
| * Making Monthly patients visiting plan for team members and implement it effectively by regular follow-up and discussions with team members. |
| * Keep in regular contact with team members and maintain healthy communication relationship. |
| * Organizing conferences and seminars for patients. |
| * Generating New Business through sales team. |
|  |
| * Reviewing sale and stock availability. |
| * Completing monthly, quarterly and yearly sales target. |
| * Building relationships with patients. |
|  |
| * Keeping detailed record of contacts. |
| * Regular attending monthly, quarterly and yearly meeting of company. |
| * Keeping up to date about company services and schemes. |
| * Monitoring activities, products and services of competitors. |

***CORE COMPETENCIES / STRENGHTS / KEY SKILLS***

* + Determination
  + Optimism
  + Hard Work
  + Adaptability
  + Positive thinking
  + Good Analytical Ability
  + Quick Learner & good communication skill

***PERSONAL INFORMATION***

Name : PATEL NAYANKUMAR JAYVADANBHAI

Birth Date : 11TH AUGUST 1989

Permanent Address : AT & POST: SAMPAD,

TALUKA: PRANTIJ,

DIST.: SABARKANTHA, GUJARAT, 383120.

Present Address : AT & POST: SAMPAD,

TALUKA: PRANTIJ,

DIST.: SABARKANTHA, GUJARAT, 383120.

***REFERENCE***

* 1. MR. BRIJESH PATEL

MANHEAL PHARMACEUTICALS (DIRECTOR)

ADDRESS: S/20, GOKUL MERIDIAN, NEAR

TAHUKO PARTY PLOT,

MODHERA ROAD, MEHSANA-384002.

MOB.: +91 8160938763