

RESUME

SATYENDRA BYAMAL

CAREER OBJECTIVE:

To work in an organization where I can learn and apply the skills I have learnt over time to the benefit of the organization.

PROFESSIONAL EXPERIENCE:

Maruti-Suzuki Nexa Jhunjhunu (Rajasthan)

April 19-till date

Position –Assistant showroom Manager

Nexa is a retail network from Maruti Suzuki that caters the high-end consumers who have gone beyond their first cars and are now looking for an experience. It offers a high level of sophistication and is based on the principles of exclusivity, pampering and listening to the consumer

Responsibilities:

- Ensure implementation of Sales strategies to deliver annual volume objectives of the area within allocated area.
- Continuously monitor competitor activities, conduct competitor analysis, keep abreast of market trends.
- Showroom operation activity monitor and guide to team.
- Effectively implementing the company's strategies across .
- Able to demonstrate application/usage of products and differentiate them from competitor's products.
- Creating positive atmosphere in our team to achieve the company objective.
- Hiring, training, development and monitoring the performance of the new sales person.
- Able to demonstrate application/usage of products and differentiate them from competitor's products
- Building Confidence and Positive energy in the Sales Team

Franco-Indian Pharmaceuticals Pvt. Ltd.

JULY 15-APRIL 19

POSITION- Area Manager

DEXORANGE (Hematinic)-The 7th largest brand of the Indian Pharmaceutical Industry

ORAL PENICILLIN V-The first oral Penicillin introduced in India.

GLYCIPHAGE Range (Anti-diabetic)-The 2nd largest group of

metformin range in India

Responsibilities:

Position: Area Manager (Ludhiana)

Company Profile: Ensure implementation of Sales strategies to deliver annual volume objectives of the area within allocated accounts.

- Continuously monitor competitor activities, conduct competitor analysis, keep abreast of market trends.
- Reach out to new set of customers through expansion into new geographies and new market segment.
- Propose sales promotion plan/schemes to the sales head and successfully implement sales support activities to generate and close new leads. Identify issue and take action to deal with them
- Handling a team of nine field officers and motivating them to achieve their individual targets.(ludhiana1,ludhiana2,Ludhiana 3,amritsar,jalandhar,bhatinda,Hoshiarpur,pathaknot,hisar).
- Supervised and handled all the field officers individually on daily basis.
- Developing and implementing collection&marketing plans designed to assure achievement of volume,quality,market share and profit objectives.
- Monitoring overall collection sales &Marketing of the branch, responsible for planning and achieving set branch targets from time to time.
- Hiring, training and monitoring the performance of the new field officer
- Collecting customer feedback and market research.
- Building Confidence and Positive energy in the Sales Team
- To make summarized report and feedback and sent to head office every month.

CENTAUR PHARMACUTICALS LTD.

SEP14-JULY15

Centaur ranks among India's TOP 50 pharmaceutical company. Prescription audits (ORG-IMS & CMarc) confirm that Sinarest is a clear leader in the Indian Anti-Cold market. One prescription of Sinarest is generated every second by a doctor in India.

Responsibilities:

Position: Area Manager (Ludhiana)

Company Profile: Ensure implementation of Sales strategies to deliver annual volume objectives of the area within allocated accounts.

- Continuously monitor competitor activities, conduct competitor analysis, keep abreast of market trends.
- Reach out to new set of customers through expansion into new

- geographies and new market segment.
- Propose sales promotion plan/schemes to the sales head and successfully implement sales support activities to generate and close new leads. Identify issue and take action to deal with them
- Handling a team of six field officers and motivating them to achieve their individual targets.(ludhiana1,ludhiana2,amritsar,jalandhar,bhatinda,hoshiarpur)
- Supervised and handled all the field officers individually on daily basis.
- Creating positive atmosphere in our team to achieve the company objective.
- Hiring, training and monitoring the performance of the new field officer

INDIAN IMMUNOLOGICALS LIMITED

FEB 2011 – AUG2014

Company Profile: Indian Immunological Ltd. (IIL) was established in 1983. IIL's manufacturing facilities at Hyderabad & Ooty in India are among the largest vaccine producing plants in the world. IIL's plants are certified with WHO-GMP and ISO 9001 certifications. IIL's range of human vaccines comprises of Rabies, Hepatitis B, Measles, MMR & DPT Probiotics and Antioxidants. It has one of the leading research and Development Company in India.

Position: Regional Incharge 1st line(Ludhiana)

Responsibilities:

- Ensure implementation of Sales strategies to deliver annual volume objectives of the area within allocated accounts.
- Propose sales promotion plan/schemes to the sales head and successfully implement sales support activities to generate and close new leads. Identify issue and take action to deal with them.
- Handling a team of five field officers and motivating them to achieve their individual targets.(ludhiana,amritsar,chandigarh,karnal,jammu)
- Supervised and handled all the field officers individually on daily basis.
- Creating positive atmosphere in our team to achieve the company objective.
- Hiring, training and monitoring the performance of the new sales person.
- Monitoring your team's performance and motivating them to reach targets.

Indian Immunological Ltd

JULY 2007 – FEB2011

Position: Marketing Officer

Responsibilities:

- To achieve targets for sales given by the company.
- To build customer relations to achieve sales target.
- Promoting new product developed by the company.
- Determining and achieving the sales goal of the company.
- Developing the overall marketing strategy given by the company.
- Handling the competitors, identifying new market segments.
- Participating in trade show, conferencing and CME.

ACADEMIC PROFILE:

Masters in Biotechnology (2007) from University of Rajasthan, Jaipur.

Degree in Biotechnology (2005) from University of Rajasthan, Jaipur

PROJECT UNDERTAKEN

RAPD (Random Amplified Polymorphic DNA) maker with DNA fingerprinting in grapes, under the supervision of Prof. P.Narayanaswami with Deptt. of Horticulture, University of Agriculture Science, GKVK, Bangalore.

STRENGTHS:

- Strong communication and interpersonal skills.
- Innovative, detailed-oriented, conscientious, adaptable, quick learner and responsible
- Ability to adapt to any type of environment.
- Eager to learn new things and adaptable to any situation.
- Highly motivated, hardworking and result oriented
- Quite composed and dedicated towards profession
- Team handling and motivation
- Dedicated towards my job
- Stronger will power with passion to

EXTRA CURRICULAR ACTIVITIES

Participated as a **Delegate** in **National Level Seminar** sponsored by AICTE.

Anchoring, Singing Song in College functions.

Blood donation in Blood Donation camp held at college.

PERSONAL PROFILE:

Name	: Satyendra Byamal
Father's Name	: Sh. Dalip singh byamal
Date of Birth	: 01-07-1984
Gender	: Male
Marital Status	: Married
Religion	: Hindu
Languages Known	: English, Hindi, and Punjabi
Email	: satyendra.byamal@gmail.com
Contact no.	: 09356501550
Permanent Address	: Hansalsar jhunjhunu (Rajasthan)

Declaration:

I am confident of my abilities to work in a team in a spirited manner to achieve organizational goals.

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

Place: jhunjhunu

Date :

(Satyendra Byamal)