*RESUME*

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**Mr. Ramesh mahadev muragod**

*Contact information*

c/o Sunil A. Nare

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**Career Objective :**

Aiming to be associated with a progressive, fast growing organization that gives me scope to update my knowledge & skill in accordance with career growth and financial status as well latest trends also and want to be part of a Organization with achievements to make my professional career successful to achieve short and long term goals by applying my techniques and skills for the growth of Organization.

***Professional Synopsis :***

Successfully completed 16 years in pharmaceutical industry in pharmaceutical sales with multicultural experience, managerial roles , responsibilities and assignments.

**Personal Information :**

**Permanent Address**  **:** A/P Bedkihal, Tal. Chikodi,

Dist. Belgaum- 591214,

Karnataka

**Date of Birth**  **:** 1st July 1973

**Gender :** Male

**Marital Status**   **:** Married

**Religion :** Hindu

**Nationality :** Indian

**Language Proficiency** **:** English, Hindi, Marathi.Kanada

**Hobbies :** Travelling ,Reading , Cricket , Vollyball.

**Current Employment :** **Company :** **Walter Bushnell (P) Ltd.**

**Designation :** Regional Sales Manager

**Industry :** Pharma Sales

**Level** **:** Second line

**Educational Qualifications :**

|  |  |  |  |
| --- | --- | --- | --- |
| **EXAM PASSED** | **UNIVERSITY/ BOARD** | **YEAR OF PASSING** | **PERCENTAGE OF MARKS** |
| S.S.L.C. | K.S.E.E. | 1989 | 69.90 % |
| P.U.C. (Science) | PUC Bangalore | 1993 | 45.50 % |
| B. Sc. | KARNATAKA UNIVERSITY DHARWAD | 1999 | 47.70 % |

**Area of Expertise :**

* **Internal and External customers**

1. Ensure proper understanding of company mission and vision among the team and

Ensure proper implementation of company strategies in the region. To create passion among the team.

1. Developing corporate image among the KOLs. Develop KOLs in the region to ensure

Brand mix and sustained business as per company strategy. Also retain the current

KOLs in the region.

1. Ensure to build a stable team of BOs and ABMs. Analyse and minimise attrition and prepare special retention strategy for performers**.**
2. Talent search , selection , retention and training of team members.
3. Building rapport with chemists , stockiest and Sales depots.
4. To maintain good relation with unions and associations like FMRAI , chemists and stockiest.
5. Initiating disciplinary action in consultation with HR of organization.

**Work Experience :**

* As a Medical Representative in ***LEKER HEALTHCARE LTD,*** a subsidiary of J.B. Chemicals & Pharmaceuticals for **Pune H.Q**. from 22nd November, 2000 to 03rd February 2004.
* As a Medical Representative in ***HELIOS PHARMACEUTICALS***, For **Miraj H.Q.** from 04th April,2004 to 10th June 2008.
* As a **Area Sales Manager** in ***FDC LTD.*** for **Kolhapur H.Q.** from 15th June 2008 to 22nd June 2011.
* As a **Area Business Manager** in  ***Zydus Cadila Health Care , Div Corza* (Gastro)** for **Kolhapur HQ** from 23rd June 2011to 20th May 2013.
* As a **Regional Sales Manager** in ***Indswift Ltd***  for **Pune HQ** from21st May 2013 to 15th June 2015.
* As a **Regional Business Manager** in ***Fourrts India Labs (P) Ltd*** for **Pune HQ** from 3rd July 2015 to 15th October 2016 .
* As a **Regional Sales Manager with *Walter Bushnell (P) Ltd* for Pune HQ since** from 18th October 2016 to 25th March 2017.

**Professional Achievements :**

* In **Helios pharmaceutical** achieved incentive for Raim 30 on double the base of Prim and secondary in the same quarter which I joined. I was top 10 for Ocal 250 and Xeroflam gel across the India
* In **Helios Pharmaceuticals** I was promoted as Market development officer in the very first year of joining 2004.
* In **Zydus Corza** achieved as Man of the Quarter Three times on 100% target in 2012 and 2013 .
* In **Zydus Corza** since joining maximum month I had been top among all ABMs in primary achievement.
* In **Zydus Corza** Cummulative achievement of Year 2012 is highest that is 94% among all ABMs .
* Achieved monthly and Quarterly incentives in **Zydus Corza** owned new Dream car Cheverolet Beat
* In **Zydus Corza** made Kolhapur HQ continuous achievement of 100% and 2 reps eligible for Bankok Pathai Trip.
* In **Zydus Corza** in the year of 2011 highest achiever of performance increment.

**Territory covered :**

HQs covered as ABM and RBM Pune , PCMC , Ahemadnagar , Nasik , Jalagaon , Dhulia , Satara , Karad ,Latur , Solapur ,Kolhapur , Sangli , Ratnagiri , Chiplun , Kankavli , and Goa.

**Current CTC :**

**Gross Salary :** **5.20 lac / annum**

**Daily Allowance :**

|  |  |  |
| --- | --- | --- |
| HQ | Ex HQ | OS |
| 270 | 295 | 1100 |

**Traveling Reimbursement** Rs. 2.00 / Km

**Expected CTC:** Negotiable.

**Date : Your’s Sincerely**

**Place: Pune**

**RAMESH M. MURAGOD**