

## PROFESSIONAL SUMMARY

Dynamic, highly motivated, competitive sales representative with over 38 years of proven success in the pharmaceutical industry. Exceptional relationship building skills allow me to rapidly develop rapport with physicians and other health care providers. Superior work ethic, keen business acumen, strong interpersonal skills and customer focused selling techniques enable me to produce outstanding results. Promoted products to many specialties, including cardiology, pulmonology, ortho, diabetes management, physician, psychiatry, primary care, general practitioner, neurology and pain management.

## SKILLS

Market Analysis  
Strategic action planning  
Targeted marketing  
Product knowledge  
Competitive product positioning  
Territory management  
Maximizing resources  
Customer Service  
New product marketing  
Time management

## WORK HISTORY

<b>Senior Territory Manager</b>	<ul style="list-style-type: none"><li>• Organization: Wockhardt Limited</li><li>• Duration: August 1986 – Jan 2022</li><li>• Mohali H.Q.</li><li>• In August 1986, I joined Tata Pharma Ltd. at Chandigarh H.Q. Later on, Tata Pharma merged with Merind Ltd. which further merged with Wockhardt Ltd, where, I had been working at Mohali H.Q.</li></ul>
<b>Medical Representative</b>	<ul style="list-style-type: none"><li>• Organization: Mount Mettur</li><li>• Duration: January 1985 – August 1986</li><li>• Chandigarh H.Q.</li><li>• Worked as a medical representative.</li></ul>
<b>Production Chemist</b>	<ul style="list-style-type: none"><li>• Organization: Ranbaxy</li><li>• Duration: January 1984 – January 1985</li><li>• Chandigarh H.Q.</li><li>• Worked as a production chemist.</li></ul>

## EDUCATION

<b>Graduate in Science</b>	From Punjab University Chandigarh
<b>PGDM, Sales and Marketing</b>	From London school of management

## DECLARATION

	I hereby declare that the above particulars of facts and information stated are correct to the best of my belief and knowledge.
<b>Place</b>	Chandigarh

