

Kumar arpit

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Career objective

✓ To make use of my educational qualification as well as the sales/marketing, presentation and interpersonal skills to achieve organization's goal and objectives.

✓

Work Experience

Elder pharmaceutical

March 2009 to June 2009

✓ District business manager

Abbott healthcare

June 2009 to march 2014

✓ Worked as key account manager KAM

Alkem labs Ltd

March 2014 to June 2016

✓ Worked as hospital business manager HBM

Wockhardt Ltd

June 2016 to November 2016

✓ Worked as key account manger (KAM)

Gufic bioscience Ltd

January 2016 to January 2019

✓ Worked as a hospital business manager HBM

Immune bioscience

January 2019 to till now

✓ Regional sales manager (critical care segment)

Professional profile

Young, Vibrant & Committed individual graduated in Bachelor of Pharmacy from Institute of Basic Science, University Campus, Agra having significant expertise in managing wide spectrum of Pharma Functions, responsible for bringing business for the company by effectively promoting pharmaceutical products to healthcare professionals and asking them to prescribe such products to appropriate patients.

Academic projects

• One month training in syrup & tab in Suncare Selaqui , Dehradun. • Project Work on Pharmaceutical Analysis from 21 July 2006 to August 2006 in Ranbaxy Laboratories Limited, Malanpur, Gwalior (M.P).

Key skills

• Ability to achieve target within the required time • Able to prepare marketing strategies. • Sales and research skills.

Achievements

• Outstanding performance award for the year 2011. • Trip to Thailand for the outstanding performance in the year 2011. • Outstanding performance award for the year 2012. • Trip to Dubai for the outstanding performance in the year 2012.

Job responsibilities

• Plan, organize and execute product presentation to doctors and pharmacists regarding the therapeutic use of the product, mode of action, features and benefits. • Promoted the medicinal drugs that the firm is offering to the doctors. • Organized meetings, presented products and discussions to educate medical institutions about new products. • Monitors the supply of drugs as well as inform doctors and pharmacist of the forthcoming changes