

CURRICULUM VITAE

G. SRINIVASA RAO

H. No. 23-6-850/4

LIG FLAT NO. B1F3

BELA COLONY

SHALIBANDA

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HYDERABAD-500065

STATE: TELANGANA

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PROFESSIONAL SUMMARY

Over 23 years of experience in various capacities in pharmaceutical marketing as a MEDICAL REPRESENTATIVE, AREA SALES MANAGER, REGIONAL MANAGER.

PROFESSIONAL EXPERIENCE

Worked as PSR and ABM SHALAKS PHARMACEUTICALS LTD.

Worked as a ABM in INDSWIFT LTD, AND RANBAXY LABORATORIES LTD

ALKEM LABORATORIES LTD.

Presently working for RBM IN SSK PHARMA.

**A DIVISION OF GYN, PHY, Derma, Ortho, & Gastro OF SBU OF SSK
PHARMA.**

As a M.R. : Period 1995- 2002 HQ HYDERABAD

ACHIEVEMENTS: SPECIALITY COVERAGE, DERMA, GYN. ORTHO.

As a Medical Representative in SHALAKS PHARMCEUTICALS LTD LAUNCHED in HYDERABAD and gained very good exposure to various markets like Hyderabad corporate hospitals, intuitions, and 'A 'class markets, upcountry markets basically DERMA, ORTHO,GYN,PHY. Successfully. Developed Excellence in Sales Training course. This success made me to climb up the ladder within a short time and got elevated as a Area business manager.

AREAS COVERED: HYDERABAD, WARANGAL, KARIMNAGAR,
NIZAMABHAD, KHAMMAM, ANDHRA REGION, TELANGANA REGION

Achieved 3 times STAR PERFORMER on all INDIA LEVEL.

As A AREA BUSINESS MANAGER Period 2002 -DEC 2007 IND SWIFT LTD., HQ:
HYDERABAD, COVERING TELANGANA REGION: GYM, PHY, DERMA, ORTHO.

ACHIEVEMENTS:

- At the time of joining in the organization sale was 4 Lakhs in my region, so in my tenure sales has been increased 20 lakhs period 2002 TO 2007
- Increased region sales of WARANGAL, KARIMNAGAR.
- Received company incentives for Highest sales in Karimnagar.
- HYDERABAD HQ best performing ASM in SOUTH
- In WARANGAL Area as achieved Highest Primary sales that were ever recorded by an individual in the history of company.
- During my Tenure all PSR earn GOOD INCENTIVES, CASH REWARDS, and INCREAMENTS and stood 1st in HONOUR list of all over INDIA.

AREAS COVERED: WARANGAL, KARIMNAGAR, NIZAMABHAD, KAMAREDDY, KHAMMAM, JAGTIYAL, MANCHERIYAL, ADILABHAD, SIDDIPET, TELANGANA REGION.

Period: JAN-2008 TO FEB-2014: RANBAXY LABORATORIES LIMITED.
HQ: HYDERABAD&COVERING TELANGANA REGION.

ACHIEVEMENT:

- Worked as a ABM for RANBAXY LABORATORIES LIMITED
- since from JAN-2008 to feb-2014
- To Highest Sales 38 lakhs and SOUTH TOP.

AREAS COVERED: WARANGAL, KARIMNAGAR, SIDDIPET, JAGTIYAL, KHAMMAM, NIZAMABHAD.

WORKED As a SR. AREA BUSINESS MANAGER,
Period March 2014 to OCT 2017. ALKEM LABORATORIES LTD.
HQ; KARIMNAGAR.

SPECIALITY. GYN, ORTHO, PHY, DERMA, PEDIATRIC.

ACHIEVEMENTS: 3 YEARS STAR AWARD.

COVERAGE: NIZAMABHAD, KARIMNAGER, KAMAREDDY, JAGTIYAL, SIDDIPET
Handling 5 MES.

Converted good GYN AND ORTHO, PHY. in my Tenure Telangana region.

Presently working for RBM IN SSK PHARMA.

A DIVISION OF DERMA, GYN, PHY, ORTHO , URO & GASTRO.

HQ. HYDERABAD. Since working for NOV 2017 TO TILL DATE.

COVERAGE: TELANGANA AND A.P.

TEAMSIZE: 3ABM'S,12MR'S

PERSONAL DETAILS:

Educational Qualification : B.Sc. (Bio)

Languages Known : Telugu, Hindi, English & Urdu

Nationality : Indian

Marital status : Married

AGE : 46

References : 1. Mr. A.SRIDHAR REDDY

ZSM IN BHARATH BIOTECH

LABS

Mobile: 08106935226.

2. Mr. EMMNAUEL

DSM in ALKEM

Mobile : 09963534566.

DATE : 02/02/2021

PLACE : HYDERABAD.

(G .SRINIVASARAO)

