

Avinash Chandra Kushwaha

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CAREER OBJECTIVE

Seeking a responsible and challenging position with a progressive organization where my knowledge, skill and Experience in healthcare enabling Non- Clinical, Clinical, personal & professional growth, with valuable application and utilization of my opportunity for advancement.

AREA OF INTEREST

- Team Management.
- Planning and Organizing Team
- Market Research.
- Clinical Research.

EXPERIENCE:

- Currently working with **Alcon India (Innopharm Healthcare Pvt Ltd)** as **Zonal Coordinator** since October 2018 to till date and meeting **Ophthalmologist**.
- Covering areas are **Pune , PCMC, Kolhapur, Solapur ,Ahmednagar , Ahmedabad , Rajkot , Surat ,**
- Covered Nasik , Satara ,Aurangabad .
- Worked with **Bal Pharma Ltd** since December 2016 to October 2018 as **Area Business Manager**.
- Covered areas was **Pune, PCMC,Satara, Solapur, Sangali.Nasik.**
- We were dealing with chronic disease segment (Cardio-Diabetic) and we were meeting top level customers.
- Worked with **Emcure Pharmaceutical Pvt. Ltd** as a **Territory Manager** since February 2012 to November 2016 in D& M Division .
- Covered areas was Pune , PCMC, Narayangaon and Satara.
- We were dealing with top level customer and handled cardio-diabetic portfolio.
- Handled stockiest retail and customer and done the market analysis for the growth of the company.
- Met Diabetologist Physician General physician Endocrinology and Neurologist.
- Conducted Round table meet , CMEs , CSR activities participation and Scientific Symposium for top level customers.

ACHIEVEMENTS

- I have achieved annual budget in 2014 with 114% YTD in Emcure Pharmaceuticals.
- I was consistent performer and all India achiever in 2014 and company invited me for addressing a TM Meeting for “Excellence in sale”.
- I was mentor for Pune Team during induction training program.

ROLE AND RESPONSIBILITY

- Maintaining and increasing sales of our company’s products.
- Reaching the targets and goal set for our area.
- Recruiting and training sales staff, Allocating area to sales representative.
- Developing sales strategies, team and analyzing sales performance.
- Conducting CME, Round Table Meeting, Organizing conferences and Scientific Symposium for doctors.

EDUCATION

COURSE	COLLEGE/UNIVERSITY	BATCH	MARKS (%)
B. Pharmacy	Alard College of Pharmacy Pune/ Pune University.	2008- 2012	63 %

PERSONAL DETAILS

Date of Birth-14th December 1990

Language Specification-English, Hindi, Marathi.

Gender-Male

Marital Status-Married

Religion-Hindu

Nationality-Indian

Permanent Address-Shivclassic, Flat no-8,Wings-A,Shivajiwadi Moshi Pune 412105

Hobbies-Listening music, Adventure sports, Playing Cricket.

DECLARATION

I hereby affirm that all the details furnished above are trustworthy and authentic to the best of my knowledge.

Date-

Location- Pune

Avinash Chandra Kushwaha