|  |
| --- |
| **Suminder Singh Gulati**  **Male, 49 year** |

**1/40 2nd Floor, Old Rajinder Nagar**

**New Delhi – 110060**

**e-mail:** [**suminder\_singh\_gulati@yahoo.co.in**](mailto:suminder_singh_gulati@yahoo.co.in)

**imsuminder@gmail.com**

**Cell No.** [**+91-9818478667**](mailto:+91-9818478667imsuminder@gmail.com)

|  |
| --- |
| **PROFESSIONAL OBJECTIVE** |

High-caliber management guy with experience in contributing to organization’s operations and utilizing my managerial skills to manage the available resources in a desired manner. Initially, desire a position that will provide a challenging opportunity to significantly contribute to a company's efficiency, growth, and current line.

|  |
| --- |
| **PROFILE** |

* Experienced in **sales territory development** covering cardiovascular area; developed professional relationships of a **new cardiac division**, through unsurpassed service
* **Quick learning ability** to learn technical information and adapt easily to new situations.
* Persistent at developing **long-term relationships** with clients.
* **Dedicated, energetic** professional with a strong work ethic. Hardworking and flexible; **adapt easily to change of environment** and work schedule.
* Highly **motivated self-starter** who needs little supervision and can manage multiple priorities with ease.

|  |
| --- |
| **WORK EXPERIENCE** |

**MICRO LABS LTD. Jan 1995---- till now**

* **Joined as Medical rep.**: In January 1995 joined Micro Labs ltd Genaeral Products Division
* **Sr. Medical Rep**: In April 1999 transferred to Carsyon, Cardiac Division Of Micro Labs. Responsible for overall sales territory development in Central Delhi area covering newly launched cardiovascular products - increasing the reach of the product to Cardiologists, Physicians and GPs in Retail and Hospital.
* **FSO:** In July 2006 promoted as Field Sales Officer. From 2000 to 2006 remains No. 1 in target achievement.
* **Area Manager:** In January 2010 promoted to Area manager. From April 2010 till now my territory (West and North Remain no. 1 & 2) is Highest productive in Delhi.

.

**Regional Manager:** In January 2017 Promoted as RM in Cardicare Div (Cardiac Div) of Micro labs

|  |
| --- |
| **ACHIEVEMENTS** |

Received Letter of Appreciation from Sales Manager Mr. Rajiv Taneja for **highest call Average**

Received **silver medal** for highest sale in Launch of New Product (AMLONG)

Received letter of appreciation for highest prescriber in list for (OLMAT)

Best New launch team (Team Delhi Is Still no. 1 in OLMAT sale all over India, consistently from 2007)

Star Achiever Award From CMD 2015 Bangalore and 2016 Goa

|  |
| --- |
| **ACADEMIC QUALIFICATIONS** |

|  |  |  |  |
| --- | --- | --- | --- |
| EXAMINATION | YEAR | INSTITUTE/UNIVERSITY | PERCENTAGE |
| Dip. In Pharmacy | 1992 | Haryana Technical Education Board | 58% |
| Higher Secondary (12th) | 1989 | Haryana Board | 60% |
| Secondary (10th) | 1987 | Haryana Board | 65% |
|  |  |  |  |

|  |
| --- |
| **EXTRA CURRICULAR ACHIEVEMENTS & RESPONSIBILITIES** |

* Received **Brown Belt in Judo** and participated in District level.
* Won several prizes for **excelling in sports** in inter school meet (Swimming, Cricket)

Interest includes Cooking, Listening Music and Reading GURBANI

Suminder Singh Gulati

.