

SATHISH KUMAR PEYYALA
HNO:12-10-410/59,
Beedalabasthi,
Near Hanuman Temple,
SITAFALMANDI,
SECUNDERABAD-500061
Email:peyyalasathish@gmail.com
Mobile: +91 9550504440



Personal Profile:

A highly energetic result-oriented professional with 13 years of sales experience, having exposure of handling Govt Tender Business for Medical Devices & Pharma .Demonstrated as a team player with excellent interpersonal skills, capable to work under pressure and ability to adapt very quickly and efficiently to any work environment.

Experience Profile:

- Working as **Area Sales Manager – Telangana** State Govt Institutional Tender Business – Sutures/Meshes/Hemostats/Staplers/Diagnostic Products of **MERIL LIFESCIENCES PVT LTD** from 16-JULY-2024 to till date.
- Worked in **TROIKA PHARMACEUTICALS LTD** as a **Regional Business Manager** for GOVT Institutional Tender Business, TELANGANA & AP from 25-MAY-2019 to 15-JULY-2024
- Worked in **EMCURE PHARMACEUTICALS LTD** as a **Territory Manager** from 08-JAN- 2014 to 24-MAY-2019
- Worked in **TORRENT PHARMACEUTICALS LTD** as a **Medical Representative** from 07-JUNE-2011 to 07-JAN-2014

Job Responsibilities:

- Responsible for Institutional Business of Telangana.
- Skilled in Institutional Business, Dealer Network, independently managed state wise procurement of products worth 3 corers+ through Tenders and local procurement by working closely TSMSIDC & All Medical Colleges & NIMS &ESIC, ESI Group Hospitals &AIIMS Bibinagar& Railways & Military Hospitals.
- To Conduct Customer Engagement Programs like MDA, SCM, HerniaWorkshop.
- Responsible for Tender related Documentation, Sampling, Objection Handling, In time supply, and co ordinate with Payment Collection Team.
- Appointing & Getting on Board of Channel Partners.

Recent Achievements:

- Participated successfully in all important Tenders of Telangana State.
- Developed a very good relationship with KOLs, Important Surgeons, OT in-charges & Important Purchase Officers.
- Attended OT for more than 20 live Surgeries in the span of 8 months.
- Generated business in almost all-Important accounts of Telangana State.
- Conducted more than 10 CMEs and 5 Hands-On Training Programs on Synthetic & Wet tissues & Endo Training Programs.

Educational Qualifications:

Qualification	Institution	University/Board	Year of Passing
BSC	AVANTHI Degree College, Barkatpura, Hyderabad.	Osmania University, Hyd	2010
INTERMEDIATE (M.P.C.)	MILLINEUM Jr. College, Karimnagar.	Board Of Intermediate Education	2005
SSC	VANDHANA High School, Rajapur, Manthani.	Board Of Secondary Education	2003

Strengths:

- Optimistic, Self-motivated and Confident
- Enthusiastic to learn new concepts and to be a team player
- Good communication.

Personal Strengths:

- Quick learner
- Confidence & Positive Minded

Technical Skills:

- MS Office
- Type Writing

Hobbies:

- Listening to music
- Playing Chess

Personal Details:

Name : P. Sathish Kumar
Fathers Name : Odelu
Date of Birth : 30-07-1988
Marital Status : Married
Religion : Hindu
Languages Known : English, Telugu & Hindi
Contact No : +91-9550504440
Email ID : peyyalasathish@gmail.com
Permanent Address: **P. Sathish Kumar**
H.No: 2-132,
Vill:Siddapalli,
Post: Siddapalli,
Mandal: Manthani,
Dist: Peddapalli,
Pin: 505212.

Declaration

I hereby declare that above written particulars are true for the best of my knowledge and belief.

P. Sathish Kumar

Place: Hyderabad
Date: 06/03/2025