

# GAJANAN PATHARWAT

## Key Account Manager

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### SUMMARY

Results-driven Key Account Manager with 13+ years of experience in pharmaceutical sales, specializing in Account Management and Business Development. Proven track record of driving significant sales growth, fostering strong client relationships, and consistently surpassing targets. Skilled in crafting effective sales strategies, leveraging interpersonal communication, analytical thinking, and relationship management to drive business success. Proficient in managing complex, large-scale accounts with exceptional communication, negotiation, and relationship-building skills. Possesses strong analytical and strategic thinking abilities to develop and execute impactful account plans.

### SKILLS

**Core Expertise:** Driving Sales Growth, Sales Presentations, Sales Strategy, Market Analysis, Product knowledge, Business Development, Sales Target Achievement, Pharmaceutical Product Knowledge, Presentation Skills, Market Analysis, Sales Forecasting, Territory Management, Product Launches, Effective Planning, Competitive Intelligence, Reporting and Compliance, Disease State Knowledge (e.g., Diabetes, Cardiology, Vaccine, Critical Care), Strategic Planning for Sales Growth

**Functional Skills:** Communication, Interpersonal Skills, Negotiation, Customer Relationship Management, Salesmanship, Teamwork, Analytical, Problem-Solving Skills, Collaborative Mindset, Persuasion.

**Tools:** Microsoft Office Suite (Excel, Word, PowerPoint), Customer Relationship Management (CRM) Software.

### EDUCATION

#### KCES'S Institute of Management and Research, Jalgaon

- Master of Business Administration – (MBA)
- Grade- B

#### R C Patel College of Pharmacy, Shirpur

- Bachelor of Pharmacy – (BPharm)
- Grade- First Class

### WORK EXPERIENCE

#### 1. EMCURE | Mumbai

##### Key Account Manager

April 2024-Aug 24

Following the transition of Sanofi's marketing and distribution rights for its cardiovascular portfolio to Emcure Pharmaceuticals, I joined Emcure for five months. During this brief tenure, I successfully managed and maintained key accounts within Sanofi's hospital division, ensuring strong relationships with stakeholders were preserved.

#### 2. SANOFI | Mumbai

##### Key Account Manager

June 2014-Mar 2024

Results-oriented Key Account Manager with nearly a decade of experience in the hospital division, specializing in chronic therapeutic areas such as cardiac and diabetic care. Proven expertise in promoting flagship pharmaceutical products, including Clexane, Cardace, Plavix, and Amaryl, consistently achieving or surpassing sales targets. Skilled in conducting comprehensive market analyses and gathering competitive intelligence to enhance market penetration and drive portfolio growth. Demonstrated ability to build and maintain strong relationships with key stakeholders, leveraging exceptional customer service and relationship management skills. Achieved an 80% customer satisfaction rate and year-over-year sales growth of 102%, contributing to an 11% overall portfolio growth for FY 23-24. Adept at developing and executing effective sales strategies to ensure sustained business success.

#### 3. PFIZER | Jalgaon

##### Product Specialist

Sep 2012-Jan 2014

Expanded my responsibilities by managing larger territories and promoting specialized products like the Prevenar vaccine, to physicians and paediatricians. Through strategic sales initiatives achieved a remarkable 47% year-over-year growth in sales, increasing from 100 PFS to 147 PFS during FY2013-14. This accomplishment demonstrated my ability to develop and execute effective sales strategies, build meaningful relationships with healthcare professionals, and contribute significantly to market penetration for life-saving vaccines.

#### 4. CIPLA | Jalgaon

##### Territory Manager

July 2011-Sep 2012

Effectively managed designated territory and successfully expanded a new territory by 121% within the first year of assignment, showcasing strong business development capabilities. By leveraging relationship-building techniques, I fostered strong connections with healthcare professionals, ensuring excellent customer service and heightened product awareness. This experience laid the groundwork for my ability to drive growth and build lasting client relationships in the pharmaceutical industry.