

## CURRICULUMVITAE

**PratikBGovani**

**Email**

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**PermanentAddress**20,Section-5,PrernaSociety, B/H Namrta Society Isanpur Ahmedabad-382443

**ContactNo**

MobNo: +919687889334

**PersonalData**DateOfBirth:

27.06.1987 Sex :

Male

**Nationality** :Indian

**Marital Status** : Married

**Language** :English,Hindi, Gujarati

**Objective:**

- Looking to secure a position in the field of Pharma at a reputed company wherein I can add value and grow my professional career while giving growth to the organization.

**Assets:**

- Effective Communication skilland leadership qualities.
- Highly motivated to work as a team.
- Adjustable to any environment.

**Hobbies:**

Traveling,Reading,Listeningmusic,watchingcricket,Chess.

**Strengths:**

- Hardworking and disciplined with good Communication Skills;
- Ability to see situations beyond normal vision;
- Ability to learn from every possible situations and from each mistakes of past.

**StrategicPlanning**

Formulating long term/short term strategic plans, budgets to enhance sales, conducting negotiations & marketingoperations thereby achieving increased sales growth across area.

Planning individual / team goals to achieve preset targets within time, quality & cost parameters.

**Sales&Marketing**

Driving sales initiatives & achieve desired targets with overall responsibilityof return oninvestment andexploringmarketing avenues to build consumer preference and drive volumes.

**RelationshipManagement**

Building and strengthening relationships with key accounts, medical fraternity, opinion leaders, thereby ensuring high customer satisfaction by providing them with completeproduct support.

**ACADEMICS:**

<i>Sr. No</i>	<i>Examination</i>	<i>Institute</i>	<i>University/Board</i>	<i>Year</i>	<i>GRAD</i>
1.	M.B.A (Marketing)	N.R.InstituteOfBusiness Management,Ahmedabad	GujaratTechnological University	May 2013	First Class
2.	B.PHARM	SaraswatiIntituteOf Pharmaceutical Sciences,Gandhinagar	GujaratUniversity	April 2010	Second Class
3.	D.PHARM	M.N college of Pharmacy,Khambhat	GujaratUniversity	April 2006	Second Class
4.	HSC	V.MSchool,Halol	G.S.H.S.E.B	March 2004	First Class
5.	SSC	V.MSchool,Halol	G.S.E.B	March 2002	Distincti on

**AreaofInterest:**

- SalesandMarketing.

**ComputerExposure:**

- **OperatingSystems:**Windows,XP,Vista
- **Other** :Multimedia
- **LanguageKnown** :GUJARATI,HINDI,ENGLISH

**ProfessionalExperience:**

Previously I am working with Panther Medical Equipment India Private Limited since June2024 to December 2024.

Previously Iwas working with Johnson& Johnson Private Limited in Ethicon Endosurgery division on Medi-Transcare Payroll since October 22 to December2023.

PreviouslyI worked with Johnson& Johnson in Baby care division as a Medical representative from April 2019 to October 2022.

Previous to that worked as a Product Executive at WestCoast Pharmaceutical works Ltd From February 2017 to April 2019.

- Previous to that I had worked with INTAS in Neuropsychiatric Division as a Field Sales Officer from April 2014 to February 2017.

**Academic/professional activity/Achievement:**

Certificate(Particulars)
Member of University Cricket Tournament.
Membership of IPC
Participation in Pharma marketing at National Level
Total 5 "Awards of Excellence" for top score in assessment at Induction for new recruits 'at GSK Oral Care.
Achiever's Award for significant contribution and outstanding achievement in Levera Group at ALTIMA a division of INTAS.

Place: Ahmedabad

Pratik Govani