

CURRICULAM VITAE

Mr. GYANENDRA PATTNAIK

Present Address:

Plot No- 309/3154,

Twincity Township,

Trisulia, Barang

Dist- Cuttack-754005

Contact No- 07381012326

Email-gyana.cuttack.msn@gmail.com

OBJECTIVE:

Results-oriented pharmaceutical professional with a proven track record of driving sales growth, optimizing distribution processes, and ensuring regulatory compliance. Skilled in developing and executing comprehensive sales strategies, establishing strong relationships with healthcare professionals, and implementing targeted promotional campaigns. Adapt at maximizing profits through pricing strategies, conducting competitor analysis, and improving product visibility and brand recognition.

ACADEMIC:

EXAM	BOARD / UNIVERSITY	SPECIALIZATION	YEAR OF PASSING	% OF MARK	COURSE
Matriculation(class 10)	I.C.S.E	PHY/CHEM/MATHS/COMMERCE	2003	72	FULL TIME
Higher Secondary (+2)	C.H.S.E- Orissa	Phy/Chem/Maths/Biology	2005	47	FULL TIME
B.Sc (Biotechnology)	Andhra University	Biochemistry/Biotechnology/Chemistry	2008	66	FULL TIME
MBA	PTU	Marketing and Finance	2013	65	DISTANCE

PROFESSIONAL PROFILE :-

<i>Employer</i>	<i>Company</i>	<i>Duration</i>	<i>Designation</i>	<i>Speciality Covered</i>
<i>Current</i>	<i>Reliance Lifesciences Pvt Ltd</i>	<i>July 2022 to Till date</i>	<i>Business Executive</i>	<i>Medical/Radiation/Hematology Oncology</i>
<i>Previous</i>	<i>Adley Formulation Limited</i>	<i>September 2019 to July 2022</i>	<i>Area Business Manager</i>	<i>Medical/Radiation/Hematology Oncology</i>
<i>Previous</i>	<i>Panacea Biotec Limited</i>	<i>July 2018 to September 2019</i>	<i>Area Sales Manager</i>	<i>Medical/Radiation/Hematology Oncology</i>
<i>Previous</i>	<i>Wockhardt Ltd</i>	<i>July 2013 to July 2018</i>	<i>Sr.Territory Manager</i>	<i>Endocrinology/ Diabetology</i>
<i>Previous</i>	<i>MSN Labs Limited</i>	<i>Oct 2009 to July 2013</i>	<i>Territory Manager</i>	<i>Cardiology/Physicians</i>

❖ **ACHIVEMENTS :-**

- Achievement for the year 2022-23 and 2023-24 was 95% and 120% respectively
- Achievement for the year 2021-2022 is 101% in Adley Formulations Pvt Ltd .
- Achievement with new launched product in Adley Formulations Pvt Ltd is 110%.
- Achievement for the year 2020-2021 is 95% in Adley Oncology.
- Achievement for the year 2019-20 is 80% in Adley Oncology.
- Achieved Super Star award for the year 2013 -14 in Wockhardt.
- Achieved Star award for the year 2014-15 in Wockhardt.
- Achieved star award for the year 2015-16 in Wockhardt.
- Consecutively highest PCPM in the East Zone for three years (2013-14, 14-15, 15-16) during my tenure with Wockhardt.

VOCATIONAL TRAINING:-

- 7 days training from SFSL, Orissa.
- 6 months CIC course under IGNOU, New Delhi.

STRENGTH:

Active listening, Language skills, Resilience, Customer service skills, Honesty, Dependability, Leadership, Technical skills and Integrity.

PERSONAL PROFILE:

- Date Of Birth :- 22nd December 1987
- Father's Name :- Sidheswar Pattnaik
- Mother's Name :- Tanaya Pattnaik
- Marital Status :- Married
- Nationality :- Indian
- Language Known :- English, Hindi, Odia
- Current CTC : 10.37 LPA

DECLARATION:

I do hereby declare that all the statements made above are true and complete to the best of my knowledge and belief.

Place : Bhubaneswar

Date : 23-05-2025

Gyanendra Pattnaik

Signature