

JAYRAM KUMAR

Contact No -9693251824.Email- jaiipca@gmail.com

: Professional Summary:

An award winning, resourceful result driven area business manager, graduated with B.Sc(zoology hons) and over 13 years of experience in sales in diverse geographies of Jharkhand & Bihar. Starting from the year 2010 worked in companies like **Charak Pharma pvt ltd ,IPCA laboratories** and I worked as an Area business Manager and I was managing team and sales for the nursing home & trade business of two states under **Medi transcare pvt ltd** and looking into Ethicon & Bio surgery range of products. I have also worked in **Johnson & Johnson (ETHICON)** looking Corporate and Government business across Jharkhand.

: core competency:

- A result oriented professional with experience in **business development, Sales & Marketing, Channel management, corporate sales & tender management, Team Management.**
- Know how to implement an anticipated sales strategy to drive the sales process within a specific region through handling and upskilling the team and providing direction, training and motivation to the team members and delivering the organizational requirement and ensuring optimum performance.
- Managing market developments programs like **ISP, SOTM** to build awareness among **HCP'S** to provide the clinical analysis which will help to scaling up the standard of care.
- **I have attended more than 1500 OT in all surgery department and have also done more than 300 program for OT HCP'S.**
- Evaluating & selecting new business partner and handling of existing business stakeholders.
- Able to meet and exceed revenue goals and targets.
- Having strong knowledge about market and able to do the best possible forecast regarding opportunities and revenue generation for each market.
- Capable to build strong customer connect and predictable relationships with key accounts.
- Foster teamwork that drives motivation and retention.
- Responsible for hiring, and other employee related issues in vacancy management.

Conduct sales training and share best practices across the team.

➤ **Work Experience**

SEP-2010 to APR- 2011

CHARAK PHARMA PVT.LTD.

Ranchi, Jharkhand

I started my carrier with Charak pharma as a medical representative based at Ranchi HQ.

- **Area covered-**Bundu,Tamar,Ramgarh & concern ex-station
- **Job responsibility-** Established the given market with new product like MANOL
 - Established the given market with product like M-2Tone syrup & tab, livomin...etc...

May 2011 – Feb 2012

ipca laboratories limited

Ranchi, jharkhand

Designation- Product specialist

- **Area covered-** **Ranchi(HQ), Ramgarh, Bhurkunda, Tamar and concern ex-station.**
- **Job responsibility-**Established the given market with new product as Larinate inj, & Tab.
- **To convert the customer from competitor to our product**

March 2012-Feb. 2015 **Medi Transcare Pvt Ltd. (ETHICON)** Dhanbad, Jharkhand

Designation:- Product specialist

- **Area covering-** Dhanbad(HQ.), Bokaro, Giridih,Deoghar & concern OS.
- **Job responsibility-** Established the given territory with the all new product. Like vicryl Plus, Proceed Mesh,etc.
- **Develop new product market and also established old product sale.**
- **Activity-** I used to do three ISP program every month in approved nursing home
- **OR-** I used to attend 12 OR. In every month.

March 2015- Apr 2017...Medi Transcare Pvt. Ltd(Ethicon)... Dhanbad Jharkhand

Designation: Key Account Manager

- **Area covering:** Dhanbad(HQ) Ranchi, Jamshedpur, Bokaro & concern out station in Jharkhand.
- **Job responsibility :** To established all new focus products like VP, VR, Monocryl, Physio mesh, ultrapro mesh, vipro mesh,.....etc.

May 2017-to Oct 2023 Medi Transcare Pvt.Ltd (Ethicon)... Dhanbad Jharkhand

- **Designation: Area Business Manager (ABM)**
- **Looking HQ: Dhanbad**
 - Ranchi
 - Patna 1 & 2
 - Muzaffarpur
 - Bhagalpur

Nov 2023 to 31st Aug 2024 Johnson & Johnson Pvt. Ltd. (ETHICON) Ranchi Jharkhand

- **Designation: District Account Manager**

- **Looking HQ: Ranchi**
- **Across Jharkhand**
- **Key Customers-All Surgery department of all corporate account and Govt. Account**
- **OR- I use to attend 8-10 OR in all surgery department every month like Gen Sur, Gyn Sur, Ortho Sur, Neuro and Cardiac sur.**
- **Activity- I use to do 3-5 ISP every month in my assigned territory for all OT staff.**

Educational Qualification

Degree	University/college	Year of passing	Class
Bsc. (zoology)hons:	Magadh university	2006	2 nd class
Higher Secondary	BIEC Patna	2002	2 nd class
Secondary	BSEB Patna	2000	2 nd class

Personal Strength Perceived

- **Able to work under stress.**
- **Ability to learn new things faster.**
- **Natural ability to interact with different people.**
- **Commanded Presentation Skills**
- **Proven organizing abilities.**

Area of Interests

Listening music & Travelling.

Personal Details

Name of Father	:	Late Ramkhelawan mahto
Date of Birth	:	1st feb 1985
Marital Status	:	Married.
Nationality	:	Indian.
Languages Known	:	English, Hindi,
Religion	:	Hindu.
Address	:	Village-Kurauta, Dist- Lakhisarai, Bihar, Pin- 811311

I declare that all the information furnished here are true and to the best of my knowledge.

