

JAYRAM KUMAR

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: 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
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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...
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May 2011 – Feb 2012	ipca laboratories limited	Ranchi, jharkhand
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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**
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March 2012–Feb. 2015	Medi Transcare Pvt Ltd. (ETHICON)	Dhanbad, Jharkhand
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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.
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March 2015- Apr 2017...	Medi Transcare Pvt. Ltd(Ethicon)...	Dhanbad Jharkhand
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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
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- **Designation: Area Business Manager (ABM)**
- **Looking HQ: Dhanbad**
- Ranchi
- Patna 1 & 2
- Muzaffarpur
- Bhagalpur

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

Name- Jayram Kumar

Dated - 17/10/2024

