

Curriculum Vitae

MANISH SAINGAR

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302019

Career Objective:

As an accomplished pharmaceutical sales professional with a strong track record of building successful client relationships, I am seeking a challenging role in Public Relations or a related field. My aim is to leverage my practical skills and contribute to organizational growth while advancing my own career.

Work Experience:

Organization: Amneal Pharmaceuticals

Designation : Key Account Manager

Division : Super Specialty CNS (Migraine and Multiple Sclerosis)

Duration : Dec 2024 to till Date

Organization: Sanofi India Ltd.

Designation : Territory Manager

Division : Insulin (Diabetic), CHC (Allergy) & CNS (Neurology)

Duration : June 2015 to till NOV 2024

Organization: Glaxo smith Kline

Designation : Sr. Scientific Sales Executive

Division : General Medicines (Antibiotics)

Duration : Jan 2012 to June 2015

Roles & Responsibilities:

- Brand promotion
- Stabilize Concept
- Business enhancement
- Maintaining relation with HCPs
- Organizing Workshop
- Assist Doctors Specially in Typical Cases
- Generate Govt. Institutes Business

Achievements:-

Amneal Pharmaceuticals, RAJASTHAN

- Contributed to the promotion of personalized treatment plans that combine pharmacological and non-pharmacological approaches. These include acute medications, preventive therapies, and lifestyle modifications tailored to individual triggers, such as stress, dietary factors, or hormonal changes. Established successful account relationships by building rapport and maintaining consistent communication.
- Facilitating the adoption of cutting-edge treatments, such as anti-CGRP monoclonal antibodies, which are promising due to their limited drug interactions and efficacy in reducing migraine frequency. By collaborating with local healthcare providers Increased profits through providing excellent customer service and following established guidelines.
- Collaborated with local neurologist and institutions such as SDMH, FORTIS Hospitals to enhance diagnostic capabilities through tools like MRI scans and spinal taps, ensuring accurate identifications of MS Cases.

SANOFI INDIA LTD, JAIPUR

- Communicated regularly with territory, regional and strategic managers for daily support and strategic planning for accounts.
- Established successful account relationships by building rapport and maintaining consistent communication.
- Tracked changing product lines to effectively meet dynamic market demands.
- Increased profits through providing excellent customer service and following established guidelines.
- Leveraged market knowledge to capitalize on emerging opportunities and maintain consistent growth rate.
- Attracted new clientele and developed customer relationships by hosting product focused events.

GLAXO SMITH KLINE, JAIPUR

- Developed and delivered engaging sales presentations to convey product benefits.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.

- Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
- Exceeded goals for new accounts in single sales cycle.

Educational Qualifications:

- Aug 2007 - Oct 2011 Bachelor of Science: B. Pharma, SWAMI VIVEKANAND INSTITUTE TECHNOLOGY (SKIT) - Jaipur, Rajasthan
- Senior Secondary RBSE - 2005
- Secondary RBSE – 2003

Strengths:

- Leadership
- Self-motivated
- Active listening
- Strong work ethic
- Customer service
- Scientific Acumen

Personal Details:

Date of Birth	: April 16, 1991
Hobby	: Travelling and Cricket
Languages Known	: English & Hindi
Marital Status	: Married

Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.