

CURRICULUM VITAE

PAWAN KUMAR

Sudama Palace,
Ganesh Nagar, Star Colony,
Manpada Road, Flat No-12,
Dombivli (E) – 421201.
Maharashtra, India.
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Career Objective:

To contribute my education Management and Marketing skills in a position with a growing and dynamic firm.

Personal Details:

Father's name : Sita ram
Date Of Birth : 1st Jan, 1985.
Sex : Male.
Marital Status : Married.
Nationality : Indian.
Religion : Hindu.

Education Qualifications:

QUALIFIACATION	UNIVERSITY	YEAR	CLASS
B.Sc	Purvanchal University	2009	Pass
H.S.C	UP Board	2004	Second
S.S.C	UP Board	2002	First

COMPUTER EXPOSURE:

- MS OFFICE (Word, Excel, Power Point, Access, Front Page).
- INTERNET.

Achievements

- In JJHS, Awarded by the certificate of appreciation for best performance in new launched product.
- In GSK CH, Awarded by the certificate of appreciation for more than 110% achievement for yr 2012-2013. DIAMOND MEDAL
- Successfully launched JJHS endo surgery in assigned territory.

Experience: Total 13 years of Experience

- **Working** as Area Sale manager with **Amaryllis Healthcare pvt ltd** since Jun 2023
Covered corporate hospitals and govt institutions at & Trade Market all Mumbai Region
Products : Gown,Drapes,skin Kit Packs,CMS Range.
Job Profile: Promoting surgery products to the Doctors of Looking corporate hospitals and govt.institutions & tanders Business. Focused customers are Ortho Surgeons, General Surgeons, Gynecologist and other surgeons. Responsible for meeting Doctors, Purchase Incharge, Paramedical staff, Attaining OT, Conducting programs, Promoting products and there by achieving the Sales, Target & Dealing With Channel Partner.. Monitoring Sales and Teams
- Worked as field manager with **HEALTHIUM medtech ltd** since Jun 2020 to May 2022
Covered at Navi Mumbai, Thane and SouthMumbai Mumbai.
Products : sutures,mesh,skin staplers,Ligating clips.
Job Profile: Promoting surgery products to the Doctors of assigned Trade Hospital. Focused customers are , General Surgeons, Gynecologist and other surgeons. Responsible for meeting Doctors, Purchase, Paramedical staff, Attaining OT, Conducting programs, Promoting products and there by achieving the Sales Target.
- Worked as Business executive with JJHS in Ethicon division from May 2014 to Jan 2020
Covered navi Mumbai and central Mumbai

Job Profile: Introducing Sutures products to Surgery in covering area. And area was central track and navi Mumbai..

Maintaining sales and availability in the above given area and achieving sales target by increasing the prescriptions for the brands. Meeting Doctors, Paramedical and Pharmacy staff. Arranging CME and Hospital Specific programs.

- Worked as Scientific Executive with GSK CH 2011 to 2014.

Job Profile: Responsible for sale of brands in thane area. Key function was to launch the new brands to potential customers (Doctors) in the area, generating prescription and also maintaining the continuous sale and stocks of brands at chemists and stockiest

Skills:

Summary of Personal Skills

- ❖ Background in analysis, development and delivery of high performance technology solutions. Adapt easily to new work environment
- ❖ Exceptional relationship building skills communicating with all level-from customers to senior management.
- ❖ Ability to grasp through understanding of product features to better serves customers.
- ❖ Computer experience includes Ms Word, Ms Excel

Hobbies & Interests:

- Surfing Internet, Listening music and Reading Books.

Languages Known:

- **Speak:** English, Hindi and Marathi.
- **Read:** English, Hindi and Marathi.
- **Write:** English, Hindi and Marathi.
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Declaration:

“I declare that the above information is true to the best of my knowledge.”

Place:

Date:

PAWANKUMAR