

RESUME

HARIZ.R

83,5th Cross Annasalai,
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Salem (dt),
Tamilnadu,
India.
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Objective

Awaiting an opportunity to work in an organization that gives me scope and to exhibit my full potential to reach heights of excellence for the company and myself.

To learn and work effectively in an organization and to constantly upgrade my knowledge and skills.

Professional Summary

Experienced Medical Representative with over 2 years of success in pharmaceutical sales. Proven ability to build strong relationships with healthcare professionals and consistently exceed sales targets.

Skilled in promoting General care products. Adept at territory management and executing effective marketing strategies.

Organizational Facts:

Company Profile:

1. FOURRTS (INDIA) LABORATORIES PVT.LTD.

Designation

Medical representative in Salem HQ

Working period

From : MAY 2022 to NOVEMBER

2023 @ FOURRTS,

- ❖ Promoted Pedia and Ent,Gp,gyne,Surgeon,Gastro care products to 110+ doctors in Salem HQ and have good contact with them.
- ❖ Improved Hq Sales PMR 1 .8 L to PMR 2.5L short period of time
- ❖ Converted more doctors and increased prescription base by 40%. Within short time

2. ARISTO PHARMACUTICALS PVT LTD,MUMBAI

Designation

Medical representative in Salem HQ

Working period

From : November 2023 to till date (2 years)

@ ARISTO,

- ❖ Promoted Pedia and Ent,Pulmo,gyne,Surgeon,Gastro care products to 190+ doctors in Salem HQ and have good contact with them.
- ❖ Currently on Achievement. **@ 93%**
- ❖ Maintained good relationship with CORE and KOLs
- ❖ Organized more Health camps like HB,PULMO,FOOT ULCER Campaigns
- ❖ Received Achieved award (across Tamil Nadu)for selling new products like **BILAMONT, FLEXON 650,MIKACIN 750,UTJOY N**
- ❖ Currently holding No 1 position In TN for product SOFTERON GOLD
- ❖ improved Hq Sales PMR 2.6 L to PMR 3.28 L
- ❖ Organized More PEDIA,ENT,GYNE,DENTAL CMEs and CDEs Program

Educational Qualification

- ❖ **B.COM (Bachelor of Commerce)**, Jairam Arts & Science College Salem (affiliated to Periyar University, Salem) in 2020 and have secured **50%**.
- ❖ **HSC** at St. Paul's hr.sec.school,Salem in 2017 with **63%**
- ❖ **SSLC** at St. Paul's hr.sec.school,Salem in 2015 with **69%**

Personal Details

Parent Name : Mr. M.S. Rabeek raja & R.Ramzan
Date of Birth & age : 30.04.2000 & 25yrs
Gender : Male
Marital Status : Single
Nationality : Indian
Language known : English & Tamil

Declaration

I hereby declared that the above particulars furnished are true and correct to the best of knowledge and belief.

Place :

Date : - - - 202

(R. HARIZ)