



# PRADEEP C N

Marketing executive

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Bengaluru, IN 560072

## EDUCATIONAL QUALIFICATION

B.Pharma, Medicinal And Pharmaceutical Chemistry  
**SJM College of Pharmacy**,  
Chitradurga  
January 2009

- Aggregate Score: 70%
- GPA: 70%

PUC, PCMB  
**Govt PUC College**, Shimoga  
January 2005

- Aggregate Score: 50%
- GPA: 50%

SSLC  
**Sahyadri English High School**, Bhadravathi  
January 2003

- Aggregate Score: 56%
- GPA: 56%

## LANGUAGES KNOWN

English, Kannada, Hindi,  
Telugu

## PROFILE

A systematic sales professional with around 15 years experience in Dermatology, General Physician, Cardiology, Gynecology, Paediatric, Consumer health care and Orthopedic and Diabetic markets. Have the ability to adapt to the changes and sync into the system quickly.

Desirable to pursue a dynamic and challenging career in the organization that provides an opportunity to augment skills, experience and lead a team where capabilities gets enhanced across functions.

Professional with extensive experience in territory management, specializing in driving business growth and market expansion. Proven track record of fostering team collaboration to achieve strategic goals. Expertise in sales strategy, client relationship management, and market analysis. Adaptable, results-oriented, and reliable in dynamic environments.

## WORK EXPERIENCE

October 2025 - Current

**IMS-Health IQVIA - Territory Business Manager**, Bangalore

- Started working as Territory Business Manager at IMS-Health IQVIA at Bangalore from 2025-October as a joint venture with Johnson and Johnson.

February 2017 - September 2025

**Janssen, (Johnson & Johnson pvt.ltd) - District Manager**, Mysore

- Started as a MSR & was promoted twice as ADM & DM
- 9 Years of Work Experience in J&J
- Reporting to ZBM
- Attended winners Club 2 Times Achievement.
- Mass Market Division(Primary Care) at Mysore HQ
- Developed and implemented strategic sales initiatives that enhanced market penetration and drove revenue growth across multiple regions..
- In 2022 i was given the task PROJECT PARTEM to Mentor one of my new colleague in terms of knowledge part & skills, planning activity and process trained him and helped him better understand.
- In 2023 I am on target each month from Jan to Dec consistently performing & Achieved Dec-YTD 104% achievement till date with 12% growth, with pcpm of 13.5lakh.
- In 2024 I have done a YTD achievement of 105% and 18% growth, increase Ultracet tablets unitwise sales by 500 strips/month.
- In current year 2025 I have done 102% YTD-August achievement as of now.
- Collaborated with cross-functional teams to optimise sales operations and enhance customer engagement.
- Led and motivated sales teams to consistently surpass sales targets and improve customer acquisition..

## PERSONAL DETAILS

**Date of Birth:** 1987-10-29

**Marital Status:** Married

- Led cross-functional teams to implement innovative training programs, fostering staff development and increasing operational efficiency.

February 2011 - February 2017

**Pfizer Ltd - Professional Service Officer, Davangere**

- Magnum Division, Davangere HQ.
- Monitor and anticipate negative effects of the market to the product and adapting proper strategy.
- Developing local strategies for a stable market value and reputation.
- Maintaining good and cordial relationship with retailers and customers for repeated Business.
- Achievements
- In 2014-15 I have done YTD achievement of 105%.
- In 2016 I have done YTD achievement of 103%
- Led cross-functional teams in executing process improvements that streamlined operations and increased efficiency across departments.
- Coordinated training programs for paramedical and nursing staff, fostering a culture of continuous learning and improving overall team performance.

February 2010 - February 2011

**Piramal Healthcare Pvt .Ltd - Territory Business Manager, Tumkur**

- Achievements
- Launched the Derma-division at Tumkur.
- Created prescriber base for Build and Invest brands.
- Increased sales from 30K to 1L in 6 months.
- Cultivated strong relationships with healthcare professionals, resulting in increased product visibility and enhanced market share.
- Analyzed market trends and competitor activities to inform strategic planning and optimize territory performance.

## KEY SKILLS

- Prescription Generation, Activity Implementation and feedback, Sales planning and execution, Sales number analysis and action plan generation, Communication skills.
- Development of brand strategy in order to enhance the sales- better selling skills.
- Problem-solving abilities
- Performance management
- Effective in scientific communication to customer and convincing capacity with confidence.
- Teamwork and collaboration
- Revenue growth

## HOBBIES

Listening music, Reading News papers., Help elderly and needy reach hospitals and give them care in free time., Travelling., Collection of scientific articles with respect to marketing of products and sharing with colleagues.

## **STRENGTHS**

Positive Attitude, Composed, Hard work, Politeness, are few of my strengths which have proved to be a boon all through my career. Such qualities gave me good connect with my colleagues and managers in the company.

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## **COMPUTER KNOWLEDGE**

Basics -Working with MS Office, Internet Knowledge.

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## **DECLARATION**

I Pradeep C.N hereby declare that the information furnished above is true to the best of my knowledge

**Date:** 2025-11-05

**Place:** Bengaluru

Thanks and Regards

**[PRADEEP C N]**