

RAJIB SAHA

Correspondence Address

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CAREER OBJECTIVE

Dynamic professional with expertise in Customer relationship management and data Interpretation, hands-on experience in Endosurgery , electrosurgical unit, Ultrasonic energy systems. Experienced in application support, product demonstrations, and clinical training to enhance surgical outcomes. Seeking a Clinical Application / Product Specialist role to leverage my technical and communication expertise in driving clinical adoption and customer success.

ACADEMIC CREDENTIALS

Sr no	DESCRIPTION	BOARD/UNIVERSITY	YEAR
1	M.B.A (Pharmaceutical Management)	Chitkara college of Sales & Marketing, Punjab	2024-2026
2	B. Pharm	ISF College of Pharmacy, Punjab	2024
3	H.S	Annundo Ram Barooah Academy, Pathsala	2019
4	HSLC	Centre For New Learning , Assam	2017

PROFESSIONAL SUMMARY

1. Johnson & Johnson Medtech Endosurgery

Sales Trainee

Date of Joining- 6th of Jan 2025

HQ- Ahmedabad

2. Ti Medical Lotus Endo surgery

Territory Account Manager

Date of Joining- 9th Feb 2026

HQ- Ahmedabad

- **Product Expertise and Demos:** Delivered product demonstrations of Stapling, Energy system to healthcare professionals in government hospital like GCRI, Civil Hospital Ahmedabad, UNMehta, IKDRC.
- Provided technical explanations and ensured clear understanding of product features to enhance clinical decision-making, on-site OT support, including troubleshooting during procedures to ensure uninterrupted system performance.
- **Training and Education:** Conducted detailed training for medical staff and hospital teams on proper usage, maintenance, and troubleshooting of equipment.

- **Feedback Integration:** Actively sought feedback from healthcare professionals and used insights to drive continuous product improvement during demonstration.
- **Conducted Market analysis-** To identify growth opportunities and trends, Developed and implemented sales strategies for assigned territory to reach maximum profitability.

INDUSTRIAL TRAINING INTERFACE

ARIPOLIS BIOTECH PVT. LTD(Punjab)(7th June-7th July,2023)

Learned about the Pharmaceutical Industry Overview, Pharmaceutical Manufacturing and quality Control Ensured that the factory meet GMP, supply chain Management and Logistics, Understanding the roles of QA and QC in maintaining product quality and safety, importance of maintaining compliance with various regulatory agencies like FDA,CDSCO.

SKILLS

- Efficient communication
- Adaptability
- Decision making
- Negotiation skills
- Collaborative
- Relationship building
- Perseverance
- Market analysis
- Client Engagement

ACHIEVEMENTS & PARTICIPATIONS

- Certificate for completing the online course of “Sales Management” provided by Great Learning Academy.(2024)
- “HASTA LA VISTA”
For being a member of Organizing Committee at Farewell 2023.
- Two-day National Conference on “ Commercialization of natural Products “Sponsored by All India Council For Technical Education , New Delhi.

PERSONAL DETAILS

- **Date of Birth:** 04/Feb/2000
- **Father’s Name:** Nitai Saha
- **Marital Status:** Single
- **Nationality:** Indian
- **Languages known:** English, Hindi , Bengali, Assamese & Gujarati
- **Permanent Address:** Bengtol, Chirang, Assam 783394.