



# SHIVAM MISHRA

PHARMACEUTICAL SALES REPRESENTATIVE

## Profile

Accomplished Pharmaceutical Sales Representative with a strong history of surpassing sales goals and developing long lasting relationships with clients.

Adept in providing crucial information regarding newly launched and established pharmaceutical products to clients. Bringing forth the ability to effectively market pharmaceutical products and increase business exponentially.

Highly effective and dedicated Sales Controller adept in guiding management decisions in the sales and operations planning. Experienced in developing annual strategic and financial business plans, as a result of working closely with management teams. Bringing forth several years of valuable industry experience, combined with a passion for helping companies to maintain an adequate system of accounting records.

## Employment History

### Pharmaceutical Sales Representative, Biorizon Healthcare, Raebareli

September 2021 - March 2022

- Arrange appointments with doctors, pharmacists and hospital medical teams, Which may include pre-arranged appointments or regular 'cold' calling.
- Make presentations to doctors, practices staff and nurses in GP surgeries, Hospital doctors and pharmacists in the retail sector.
- Organise conferences for doctors and other medical staff.
- Build and maintain positive working relationship with medical staff and support administrative staff.
- Manage budgets for catering, outside of speakers, conferences and hospitality.
- Keep detailed records of all contacts.
- Win new customers, as well as develop long- term relationship with existing Ones.
- Meet, and if possible, exceed sales targets, regularly monitoring your business plans to make sure you achieve this.
- Plan work schedules and weekly and monthly timetables with the area sales Team are discuss future targets with the area sales manager.
- Regularly attend company meetings, technical data presentations and Briefing.
- Keep up to date with the latest clinical data supplied by the company, and Interpret, present and discuss this data with health professionals during presentations.
- Analyse sales data to improve results and make sure resources are effectively

## Details

119, Kamalapur, Rasoolpur

Salon

Raebareli 229127

India

+91 789 798 9238

[Smishra229127@gmail.com](mailto:Smishra229127@gmail.com)

NATIONALITY

Indian

DRIVING LICENSE

UP 33 20210013772

DATE/PLACE OF BIRTH

29/11/2002

Raebareli india

## Skills

- Effective time Management
- Computer skills
- Ability to work in a team
- Customer service
- Adaptability
- Problem solving Skills
- Excellent communication skills
- Customer service skills
- Detailed oriented

Allocated.

- Monitor competitor activity and competitors' products.
- Develop strategies for increasing opportunities to meet and talk to contacts in The medical and health care sector.

## Telesales Executive, Airtel India, Raebareli

October 2019 - August 2021

- Calling existing and potential customers to persuade them to purchase Company products and services.
- Processing all customer purchases accordingly.
- Generating promising leads for the outside sales team to pursue.
- Managing customer accounts by ensuring that existing customers remain satisfied with company products and services.
- Developing and sustaining solid relationships with customers to encourage Repeat business.
- Developing in depth knowledge of customer products and services to Make Suitable recommendations based on customers' needs and preferences.

## Education

### Bachelor of science C.S.J.M.U. Kanpur ,Kanpur

July 2018-March 2021

Bachelor of science is a three year undergraduate degree for the field of Bio Chemistry.

### Intermediate, S.V.I.C. Salon Raebareli, Raebareli

July 2016-March 2018

## Courses

Diploma in Advance Computing. Rajeev Gandhi Computer institute

## Reference

Dakshit Mishra from Biorizon Healthcare

[dakshit.mishra@gmail.com](mailto:dakshit.mishra@gmail.com) | +918767745732

Pawan Sharma from Cipla Pharma

[pawan.sharma89@gmail.com](mailto:pawan.sharma89@gmail.com) | +918318369531

- Advanced pharmaceutical Knowledge
- Relationship building skills
- Medical knowledge
- Sales and marketing strategies
- Negotiating skills
- Hobbies  
Travelling making friends
- Languages  
Hindi ,English