



**JADHAV RAMCHANDRA B.**

➤ **Present Address:** F-205 Elite 'C',  
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Lakeshore City, Dombivli (E),  
Thane, Mumbai, Maharashtra,  
India – 421204.

➤ **Email:**  
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➤ **Mobile No:**  
• +91 – 8080289937.  
• +91 – 9920978114.

➤ **Date of Birth:** 08/05/1990.

➤ **Gender:** Male.

➤ **Nationality:** Indian.

➤ **Marital Status:** Married.

➤ **Hobbies:** Travelling & Cycling.

➤ **Languages Known:**

- English,
- Hindi,
- Marathi.

➤ **Professional Intrest:**

- Sales & Marketing,
- Business Development,
- Administration & Planning.

➤ **Awards:**

- Achivement Of Highest Product Order Booking in India, Award 2016.

## **CURRICULUM VITAE**

### **OBJECTIVE :**

I am seeking the Position of Sales and Marketing Manager where my sales and marketing experience can be put to use to identify sales opportunities through Sales Activation, People Management, Relationship Development, Business Development and Networking to improve Sales bottom line and increase Organization Revenue.

### **EDUCATION :**

EXAMINATION	BOARD/ UNIVERSITY	PERCEN TAGE	YEAR
B. Pharmacy	North Maharashtra University	Appear	2013
D. Pharmacy	MSBTE	First class 64.80 %	2010
H.S.C.	State Board	First class 73.83 %	2007
S.S.C	State Board	First Class 73.60 %	2005

### **STRENGTHS :**

- Confident.
- High Integrity & Enthusiastic.
- Effective Listening & Great Communication.
- Compititiveness & Networking Ability.
- Hardworking and Patience.
- Honest to the Duty & Responsibilities.
- Creative & Practical Oriented Approach.

### **SKILLS :**

- Interpersonal & Effective Communication Skill.
- Leadership Qualities.
- Ability to Train & Coach Team.
- Collaboration and Motivation Skill.
- Strategic Planning Abilities.
- Defining, Implementing & Innovting Sales Plans.
- Organizational Qualities.

## PROFESSIONAL PROFILE :

- Passionate Sales & Marketing Professional, Energetic Leader with approximately 8 Years of Rich Experience in Pharma and Biotech Market.
- Experience of handling various formulation types like Tablets, Capsules, Syrups, Creams, Ointments, Injections, Oral Solutions products. Also Handling a range of Antibiotic, Cardiac, Diabetic, Critical Care, Dermatology, Nutraceuticals, Probiotic, Vaccines and general products like Analgesic, Antipyretic, Antacid and Cough Syrups.
- Proven Track Record in Product Sales and Brand Awareness in Market.
- Management : Recruited, Hired and Trained over 10 Sales Specialists and improving sales target growth per year.
- Achivement : Launches New Two Vaccine Products like Typhoid Vaccine and Diarrhea Vaccine in My territory with total annual Revenue of 75 laks.

## PROFESSIONAL EXPERIENCE :

### ➤ FEB 2019 – PRESENT (1 Year 10 Months + )

- **Company Name : Zee Laboratories Limited**
- **Designation : Area Business Manager**
- **Covering Area :** Dadar to Virar & Dadar to Kasara (Mumbai, Maharashtra)
- **Work Discription :** Handling a 8 Medical Executive team and working in a field with executives. Meeting with Drs, Chemists, Distributors also making a Generic Pharma franchise retail outlet dealing with chemist and generating business from them and completed targets.
- **Products Handling :** Handling a Pharma finished products like Tablets, Capsules, Syrups, Injections. Handling a range of Antibiotics, Cardiac, Diabetic and General products like Analgesic, Antipyretic, Antacid and Cough Syrups.

### ➤ MAR 2018 – FEB 2019 (11 Months)

- **Company Name : Wockhardt Pharma Limited**
- **Designation : Area Business Manager**
- **Covering Area :** Nashik, Malegaon, Jalgaon, Dhule, Nandurbar, Ahemadnagar.(MH).
- **Work Discription :** Handling a 7 Medical Representatives team and working in a field with executives. Meeting with Drs, Chemists, Distributors and generating business from them and completed targets.
- **Products Handling :** Handling a Pharma finished products like Tablets, Capsules, Syrups, Creams, Lotions, Injections. Handling a range of Antibiotics, Nutritional, Dermatology and General Products like Cough syrups and Probiotics.

➤ **APR 2013 – MAR 2018 (5 Years)**

- **Company Name : Bharat Biotech International Limited**
- **Designation : Area Business Manager**
- **Covering Area :** Thane,Nashik, Jalgaon,Dhule,Aurangabad,Ahemadnagar (MH)
- **Work Discription :** Handling a 5 Medical Representatives team and working in a field with executives. Meeting with Drs and Distributors and generating business from them and completed targets.
- **Products Handling :** Handling a Biotech finished products like Vaccines and Injections. Handling a range of Typhoid Vaccine, Tetravalent Vaccine, Pentavalent Vaccine, Diarrhea Vaccine, Hepatitis B Vaccine, Polio Vaccine, Rabies Vaccine, Japnease Encephlitis Vaccine and general product like Probiotics.

**EXECUTIVE AND LEADERSHIP WORKSHOP & TRANING PROGRAMM ATTENDED :**

• **5<sup>TH</sup> MAR 2018 – 9<sup>TH</sup> MAR 2018**

**Managers Training Program Module**

**Wockhardt Pharma Limited ( Hotel Parle Int, Vile Parle,Mumbai )**

• **16<sup>TH</sup> MAY 2016 – 20<sup>TH</sup> MAY 2016**

**Basic Managers Training Program**

**Bharat Biotech International Limited (Convocation Centre,Hydrabad)**

• **22<sup>ND</sup> MAR 2015 – 30<sup>TH</sup> MAR 2015**

**Advance Executive Training Program**

**Bharat Biotech International Limited (Head Office, Hydrabad)**

• **5<sup>TH</sup> APR 2013 – 11<sup>TH</sup> APR 2013**

**Basic Executive Training Program**

**Bharat Biotech International Limited (Head Office, Hydrabad)**

**COMPUTER SKILLS :**

- Microsoft Word, Power-Point,Excel Handling.
- Power-Point Presentation Prepration.
- Comfortable with Handling Operating system like Windows 10/8/XP.

**DECLARATION :**

I hereby declare that all the details furnished above are true to the best of my knowledge & belief.

**Place : Mumbai (India)**

**Date :        /        /2020**

**Signature**

**Mr. Jadhav Ramchandra Bhimrao**