



BIBIN DEVASIA

PROFESSIONAL SUMMARY

To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in a professional atmosphere. An effective communicator possessing excellent presentation and soft skills with honed marketing management, logical, and problem-solving abilities. Recognized for successfully meeting targets, proficiently formulating and implementing budgets, building high-performing teams, and nurturing fruitful relationships with customers.

WORK HISTORY

Sales Manager

08/2011 - 09/2023

Sun Pharma Laboratories Ltd - Kottayam, India

Responsibilities

- Exceeded sales goals and improved profitability by developing sales strategies and business plans according to market trends.
- Generated company growth through market expansion and sales.
- Interfaced with customers, determined needs provided recommendations, and up-sold services.
- Retained existing customers and substantially grew customer base, product line, and sales volume.
- Established an effective follow-up system to ensure consistent maximization of sales opportunities.
- Built excellent professional relationships with key clients in the community and acute settings for continued growth in product portfolio sales.
- Developed a thorough understanding of customer needs and preferences, attending monthly industry functions and patient events.
- Scheduled appointments with medical professionals to sell specific products.
- Visited stakeholders at hospitals and physician offices to provide information on products.

EDUCATION

Advanced Diploma: Computer Application, 2018

IT Park - Kottayam, India

B.sc: Zoology, 2011

Mahatma Gandhi University - Kottayam, India

AACCOMPLISHMENTS


- Successfully launched ABphylline SR, Montek AB, ABphylline N, Combicide, and Fomtide Octacaps.
- Winner: five times for Star Club and Foreign trip.
- Achieved more than 100% in all the 12 years.

I hereby declare that all the above information is true to my knowledge.

Bibin Devasia

CONTACT

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PERSONAL DETAILS

Date of Birth / Age: 10/03/1989

Nationality: Indian

Marital Status: Married

Passport: U6402242

Visa Status: Family Visa

SKILLS

- Customer acquisition and retention
- Excel proficiency
- Key account development
- Idea generation
- Salesforce
- Complex project negotiations
- Sales pipeline management
- Excellent communication skills
- Sales office management

LANGUAGES

English

Fluent

Hindi

Fluent

Malayalam

Native

Tamil