



Bibin Devasia

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📍 Home: Sharjah, (United Arab Emirates)

ABOUT ME

Professional and attentive medical representative with an understanding of the medical field and a strong knowledge of sales. Committed to outperforming expectations from managers and clients through diligence and hard work. Capable of working independently with minimal supervision and accomplishing set goals on time without delays or wasting time.

WORK EXPERIENCE

Territory sales manager & Territory sales Executive

Sun Pharma Laboratories Ltd - [01/08/2011 – 30/09/2023]

City: Kottayam

Country: India

- Act as a point of contact for existing and potential customers within assigned territory
- Identify local business opportunities and challenges
- Report on regional sales results (weekly, monthly, quarterly and annually)
- Present our products and services to prospective customers
- Identify customer needs and recommend product solutions
- Work closely with salespeople and other internal teams to meet individual and group sales quotas
- Answer customer questions about features, pricing and additional services
- Organizing appointments and meetings with community- and hospital-based healthcare staff
- Identifying and establishing new business ,Negotiating contracts
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- Undertaking relevant research
- Meeting both the business and scientific needs of healthcare professionals
- Maintaining detailed records
- Attending and organizing trade exhibitions, conferences and meetings
- Managing budgets ,Reviewing sales performance
- Writing reports and other documents., Cross-sell products, when appropriate
- Collaborate with sales representatives from different territories to share best practices and support a cohesive sales approach

LANGUAGE SKILLS

Mother tongue(s): **Malayalam**

Other language(s): **English** | **Hindi** | **Tamil**

EDUCATION AND TRAINING

Bachelor of Science

St. Berchmans College ,Changanassery ,India -2011

I hereby declare that the above-mentioned details are true to the best of my knowledge and belief.

Sharjah, 12/2023