

**CURRICULUM VITE**  
**ShivaPrasad Katta**

**Ring Me On: -9666957673**

**CAREER OBJECTIVES:**

- Climb newer heights of Life Science Industry through a path of performance, passion & integrity.

**PROFILE SNAPSHOT**

- 11 years of work experience. 6 in Sales of ethical pharmaceutical Prescription and products
- Good command on French language and very confident to work in both Francophone and Anglophone market.
- **Core Competencies** –Very strong in Sales, Business Development, Corporate Image Building & Customer Relationship Management, ROI, Territory management, Team work.
- **Therapies Handled** -Ortho, Neuro,Diabetes, Nutrition & Lifestyle

**ACADEMIC CREDENTIALS:**

Degree	College	University	Percentage	Year Of Passing
B,sc.Microbiology	Sri sai Raghavendra Degree college Nizamabad	Osmania university	62.00%	2011
Intermediate (10 + 2)	Sri Vishwa Shanthi jr. College, Nizamabad.	Board of Intermediate Education, AP	74.00 %	2008
S.S.C (X Class)	Z.P,H.S high SchoolHonnajipet	Board of Secondary Education, AP	72.00%	2006

**PROFESSIONAL BACKDROP:**

- **Area Business Executive at, Helen Pharmaceuticals Feb 2021-Jul-2022**
- Meeting company sales objective & implementation of strategies & finds core Doctors, Assistance in product launch, briefing activities, CME& attending conferences to explore company Brands..

**Supermarket Manager Belle- France- –Guinea- Africa**  
**April 2015- May17 & 2020 Jan- Dec- 2021**

- Handling team of Market in Guinea, handling Business
- Having Experience at frozen& fresh goods cold storage operations.
- Handling stock& supplies, local purchasing knowledge & international Beverage knowledge

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**Purchase Manager Topaz Multi Industries SA -**  
**Guinea- West Africa Aug-2022- Aug-2023**

- *Coordinate monitor inventory and determine supply needs. Ensures quality of procured items and addresses problems when they arise. Keeps up with trends in procurement. Travels to vendor locations. Made bargains to arrange appropriate pricing to current Market trends and oversees purchase and implementation, as necessary.*

*Handling stock& supplies, local purchasing knowledge & international Beverage knowledge.*

**Business Manager at, HethvikPharmaceuticals**  
**June 2017- November 2019**

- *Competencies measurement & developmental programs.*
- *Sales management excellence workshop.*
- *Preparation & role out of product & selling skills modules.*
- *Assistance in product launch, briefing activities, CME.*

**Medical-Sales Representative at SOLIS PHARMACEUTICALS,2012-2015**

- *Meeting company sales objective & implementation of strategies.*

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**OTHER INFORMATION:**

**Strengths** - *Self- Motivated, Hard Working, Enthusiastic & Energetic, A good listener & like to work in Group.*

**Computer Skills** - *Expertise in MS Office (Word, Excel, Power Point), windows 8*

**Hobbies** - *Music, Travelling, Reading*

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**PERSONAL DETAILS –**

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|----|-----------------|---|---------------------------------|
| 1. | Name            | : | Katta Shiva Prasad              |
| 2. | Fathers Name    | : | Dayanand                        |
| 3. | Date of Birth   | : | 5 <sup>th</sup> June1989        |
| 4. | Sex             | : | Male                            |
| 5. | Marital Status  | : | Married (1 son)                 |
| 6. | Nationality     | : | Indian                          |
| 7. | Religion        | : | Hindu                           |
| 8. | Languages known | : | English, French, Hindi & Telugu |

*I hereby declare that the above written particulars are true to the best of my knowledge and belief.*

**Shiva prasad Katt**

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