



J. MOHAMED SARBUDEEN

PHARMACEUTICAL SALES MANAGER

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EDUCATION

B.Sc in Biotechnology

2006

E.G.S. Pillay Arts & Science College

Bharathidasan University – Tamil Nadu – India.

PERSONAL DETAILS

Date of Birth : 21-07-1986

Marital Status : Married

Gender : Male

Nationality : Indian

Languages : Tamil, English,
Hindi & Malayalam

Visa Status : Visit visa
Valid till 14/03/2024

CAREER PROFILE

Experienced Pharmacy Assistant with 12+ years of experience providing excellent customer service and support to pharmacists and patients. I have an aptitude for accurately and efficiently filling prescriptions, stocking shelves, and handling cash and credit transactions.

SUMMARY OF SKILLS

- ♦ More than 12 years of professional experience in selling medical products.
- ♦ Extensive knowledge of complex medical terms & procedures.
- ♦ Time Management & Organizational skills.
- ♦ Skilled in developing trust & building good rapport with customers.
- ♦ Excellent command over written and verbal communication.
- ♦ Good convincing and negotiation skills.
- ♦ Familiar with major computer applications like MS Word, PowerPoint, Excel, and the Internet.
- ♦ Flexibility, result-oriented with good sales skills.

PROFESSIONAL EXPERIENCE

Thakva Medical Pvt Ltd, Tamil Nadu – India.

Sales manager (2014 to present)

- Responsible for selling and marketing of pharmaceutical drugs, health care products and supplies.
- Assisting pharmacists in preparing and distributing medications to patients.
- Processing customer orders, managed inventory, and ensured accuracy of medication dosage.
- Maintaining records of patient prescriptions and orders.

- Maintains good relationships with doctors as well as develops contacts with people in the medical world.
- Educates the advantages of drugs of the organization to doctors and other medical professionals.
- Goals set for center month to month, maintaining relationship with target customers, customer service, ensuring high-rate sales support.
- Performs one-on-one meetings with pharmacists and doctors.
- Monitors the supply of drugs as well as inform doctors and pharmacist of the forthcoming changes.

Al fursan Security LLC, Dubai
Office Administrator (Aug 2011 to Sep 2013)

- Supporting company operations by maintaining office systems and supervising staff.
- Maintaining office services by organizing office operations and procedures, preparing payroll, controlling correspondence, designing filing systems, reviewing, and approving supply requisitions, and assigning and monitoring clerical functions.
- Providing historical reference by defining procedures for retention, protection, retrieval, transfer, and disposal of records.

Strides Shasun, Tamil Nadu – India
Territory Manager (May 2008 to Aug 2011)

- Develop and execute sales plans for assigned territory to meet or exceed sales goals.
- Analyze sales data to identify trends and opportunities for growth.
- Develop and maintain relationships with key customers and accounts.
- Monitor and analyze competitor activity in the territory.

DECLARATION

I hereby declare that all the information provided in this resume is true to the best of my knowledge.