

Tikam Singh Rathore



Address: VPO Jalsu Nanak, Tehsil: - Degana, Mobile: +91-9649644537

Via: - Ren, District: - Nagaur, Rajasthan

Email: tikamsinghrathore06@gmail.com

EXECUTIVE PROFILE

- ❖ Having excellent 5 years' experience in pharmaceutical sales industries at the post of medical representative.
- ❖ Communicating unique selling points of molecule, Comparing technology of product, making availability of product, checking distribution, implementation of marketing strategy, thus shaping the territory and building Company and brand image.
- ❖ At sun Pharma dealing with respiratory molecules, Right now in intas pharmaceuticals sharing benefits of diabetes related molecules.

CORE COMPETENCIES

- ❖ Business Development-New product launch- Communication- Availability of products-building KOL's - Sales & Distribution management
- ❖ Experienced in maintaining inventory and conducting audits of stock, including opening, closing, and receipt of goods according to sales and demand.

PROFESSIONAL EXPERIENCE

❖ **Dr REDDY'S Laboratories** Jan 2023 to till now
Medical representative

❖ **INTAS PHARMACEUTICALS, AJMER** Feb 2021 to Jan 2023
Medical Representative

❖ **Achievements:**

- Achieved more than 100% budget in financial year 2021-22 and rewarded with Certificate and shield.

❖ **Roles and Responsibility:**

- ❖ Managed sales plan activities, promotions and product launcher resulting in expanded Revenues and branding.
- ❖ Work with sales team to collaboratively reach target. Consistently meeting or exceeding personal quotes.
- ❖ Increased profits bt number through genreting and maintain relationships with number accounts and effectively selling new products.

SUN PHARMACEUTICAL INDUSTRIES

Aug 2019 to Feb2021

Medical Representative

❖ **Achievements:**

- Achieved more than 106% budget in financial year 2020-21 and

❖ **Roles and Responsibility:**

- Arranged appointments with doctor, pharmacist and medical teams to rise awareness of latest product launches.
- Analyzed market to identify new opportunities and strengthen relationship with hospitals and medical centres and primary provider physicians.
- Visited customer locations to evaluate to requirements, demonstrate product offering and propose strategy solution for divers needs.

❖ **ACADEMIC CREDENTIALS**

- Bachelor of Science (BIOLOGY), M.D.S. University, Ajmer, 2019
- 10th class Gujrati sr sec school Ajmer
- 12th class Govt. Moinia islamia sr sec school Ajmer
- Basic Computer Knowledge

❖ **NCC Certificate**

- "A" Certificate Grade B
- "B" Certificate Grade B
- "C" Certificate Grade A

PERSONAL DETAILS

- Date of Birth: 05 July 1998
- Languages: Hindi, English.
- Hobbies: Gym
- Passport Number: V2728719
- Visa Status: Visit Visa
- Availability: Immediately