



# RajuAnantharaman

AreaSalesManager  
S/O .R.ANANTHARAMAN  
RAJA THULASI ,MUKKUNADA NARUVAMOODU PO  
TRIVANDRUM

## PROFILE SUMMARY

Dedicated and hardworking professional committed to delivering results with maximum skill and effort. Adept at attentive listening and thriving in diverse work environments. Eager to contribute to company success and excel in any circumstance.

## EDUCATION

- 2014

B.Com  
Kerala University
- 2010

XIIth  
English
- 2008

Xth  
English

## WORK EXPERIENCE

- Jan 2025 - Present

Area Sales Manager

Centaur Pharmaceuticals(Cardiology)

- Spearheaded the implementation of a new sales strategy, resulting in a 20% increase in territory sales within the first year.

- Developed and executed targeted marketing campaigns, leading to a 15% growth in market share over a span of 6 months.

- Conducted rigorous market analysis to identify new business opportunities, contributing to a 25% expansion of the client base.
- Jun 2024 - Dec 2024

Area Sales Manager

Plus orthopedic

• team handling

## PERSONAL INFORMATION

- ✉ Email

roshan.ananthan6@gmail.com
- 📞 Mobile

(+91) 9072966866
- 📅 Total work experience

9 Years 1 Month

## KEY SKILLS

- Hospital Marketing
- Territory Sales Management
- Pharma Selling
- Pharma Marketing
- Healthcare Marketing
- Sales Management
- Field Sales
- B2B Marketing
- Direct Marketing
- Business Development
- Sales Executive Activities
- Marketing Executive
- Strategic Planning
- Medical Devices
- Area Sales Manager
- Area sales And Key Account Manager
- Area sales And Business Development Manager

- Maitain sales

OTHER PERSONAL DETAILS

City Thiruvananthapuram

Country INDIA

LANGUAGES

- english
- tamil
- Malayalam

Mar 2023 - May 2024

- Conducting marketing activities and convert potential docyors
- Assist for implant procedures

Area Sales Manager

**Alembic Pharmaceuticals (cardiology )**

- team handling
- Maintain goodrealation with major kols and stake holders
- Analyse and guide team to achive target and give proper training to enhance sales
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Apr 2022 - Mar 2023

Professional Marketing Officer(cardiology)

**J B Chemicals & Pharmaceuticals Laboratories (JBCPL)**

- meeting doctors and generating prescribtions
- Maintain good relation with foctors and stakeholders
- Conduct scientific activities

Feb 2017 - Jan 2022

Assistant Manager(cardiology)

**Cipla ltd**

- meeting doctors and generating prescribtions
- Maintain good relation with foctors and stakeholders
- Conduct scientific activities

May 2015 - Sep 2016

Sales Executive

**Royal Enfield**

- Attending walk in coustomers
- Giving proper guidance to pairchase of vehicle
- Convert into bookings
- Follow up existing coustomers for new lead

COURSES & CERTIFICATIONS

- Adca
- tally