

# Curriculum Vitae

## **RAKESH S. SABALE**

### **Residential address: -**

F-103 Nakshatra Heights,  
Lamba narol Ahmedabad  
382440.

Email : - patilrakesh181291@gmail.com  
Mob. 8888636588

### **Permanent address : -**

C/O: - S.N.Patil  
At Post Ajnad Tal : -  
Shirpur Dist : - Dhule  
425405

### **Career Objective**

To secure a challenging position where I can effectively contribute with my skills and academic knowledge and serve the purpose of the company and in turn make my mark in the industry and to enhance my skills in pharmaceutical industry.

### **Education Qualifications**

#### **Bachelor in pharmacy (63%)**

Institute of Pharmaceutical Education, Boradi, North Maharashtra University,  
Jalgaon.

#### **Higher Secondary School Certificate [HSC] (60%)**

DR P R Ghogary Jr College , Shirpur,  
Maharashtra State Board of Secondary &  
Higher Secondary Education, Pune.

#### **Secondary School Certificate [SSC] (67%)**

T.D. PATIL School Bhatpure, Shirpur.  
Maharashtra State Board of Secondary Education, Nasik

### **Work Experience 8 Years**

- 2years experience with ARISTO PHARMA as Business executive. (Aug13 to Oct16)
- 4years experience with DR REDDY LAB. as Business Development executive for Domestic & International Market. (Nov to Jan2020)
- Currently Working with BIOCON LTD as a Sr Business Development executive for Domestic & International Market. (Feb2020 to Till Date)
- **Achievement: -**
  - Got Gold Certificate in Training with Dr. Reddy's Lab.
  - Awarded 2 times for Best process in Dr. Reddy's Lab.
  - Awarded for Customer delight in Dr. Reddy's Lab.

## Core Competencies

- Identifying new Business opportunities in International Market.
- Designate strategy and business model.
- Facilitating all Business activities.
- Following up New Business opportunities and generating International Market Leads.
- Communicate with potential leads through Calls, Emails, LinkedIn and other media.
- Strengthen product portfolio in International Market.
- Create business plans for achieve marketing and financial goal for assigned country.
- Sales management and Product management.
- CRM Management and Cold calling.

## ■ SKILLS :-

- Leadership, Adaptability, Willingness to learn new things, Ability to work effectively as a team member.
- Computer Knowledge (MS-CIT)-Words, Excel, Power point.
- **EBMR** (PROCESS XE), SAP.

## Personal Data

**Date of Birth: -** 18<sup>th</sup> July 1991  
**Nationality: -** Indian  
**Marital status: -** Married  
**Gender: -** Male  
**Hobbies: -** Travelling, Internet Surfing.  
**Languages known: -** English, Marathi, Hindi

## Declaration

I hereby state that the above information is true to the best of my knowledge.

**Date: -**

**Place-**

**Signature**

**(Rakesh S. Sabale)**