

CURRICULUM VITAE

GOPA RANI DAS

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Profile Summary:

Dynamic, highly motivated, result driven, action oriented & competitive sales

Professional with 8 years' experience in pharma sales & marketing. Demonstrated ability to Solve problems, meet challenging goal.

Career Objective:

To work in a creative and challenging environment where I can take part in the growth of the organization by applying my abilities to the best where there is a room for upgrading skills and knowledge which in turn will be applied to the best of my abilities for the growth of the organization.

Educational Qualification:

- **Bachelor of Pharmacy:** Year-2010-2012 University: RGUHS (Rajiv Gandhi University of Health Sciences), Bangalore, India
- **Diploma in pharmacy:** Year- 2008-2010, University: RGUHS (Rajiv Gandhi University of Health Sciences), Bangalore, India
- Year:2007 Underwent a course in FRANKFINN, AVIATION
- **Higher Secondary (12th):** Year- 2006, Banividhyapith, Agartala, Tripura.
- **Madhyamik Pariksha (10th):** Year-2004, Baikhora H.S School, Tripura.

Summary of Work experience:

- From September 2016 TILL DATE: "THERAPY MANAGER" in "MSD PHARMACEUTICAL PVT. LTD" in Bangalore covering Corporate and Government Institution and Trade areas of south and East Bangalore.
- Worked with GSK (GlaxoSmithKline) consumer division from May 2015 to august 2016.
- Sixteen months experience as PSO (Professional service officer) in PFIZER Neuroscience From November 2013 to May 2015.
- Ten months experience as PDM Analyst in XL HEALTH CARE (UNITED HEALTH GROUP)

Industrial Training:

AstraZeneca: Underwent training in various sections like tablets, capsules, liquid orals, and Quality Control department.

Job Profile:

- To implement the strategy of the organization *timely basis*, and to achieve the objective set by the organization, with proper visualization and planning *and to generate the incremental business revenue from the customer in right way.*
- *Managing KOLs, KBLs & other external customer like Distributor, Purchase in-charge, Retailer etc.*
- To provide market information and competitor activity to the management team.
- Looking after the availability and supply of the product to the patients on time.
- Taking care of the business from the private institutions, which includes Sagar Hospital, Columbia Asia Hospital, Aster Hospital JP Nagar, Sakara Hospital, Vydehi Hospital, RXDX Hospital Etc.
- I managed government business in account like HAL, ESI, CGHS
- Creating awareness about the product and the disease, by conducting various medico marketing activities like peer group discussions, hospital meetings, partnering with hospitals to conduct various type of programs which helps in creating public awareness.
- Able to engage most important doctors in my territory in different types of activities.
- Have very good rapport with top Doctors in different specialty viz. Endocrinologist, Cardiologist, Consultant Physician, Diabetologist, Nephrologist etc.
- Conducted maximum numbers of CMEs (Hospital Meet, RTM, WebEx Meet) (At least 1-2 per month).
- Focused approach to different segments of doctors.
- Implementing the digital initiatives of organization in the marketplace. Successfully implemented the digital initiatives like Veeva Engage Calls, WebEx meet, Zoom Meet with Top Doctors of the territory.

STRENGTHS:

Enthusiasm to take up challenges, time punctuality and honest, Communication skills. Ability to work in team and execute organizational strategies, Dedication, and commitment towards work. Knowledge of the market, Confident, Quick Learning, self-motivated personality, Eager in new things, Friendly & assertive, Meet deadlines religiously, Scientifically Strong.

PERSONAL DETAILS:

Father's Name: Mr. Bimal Chandra Das

Mother's name: Kabita Das.

Date of Birth: 30-10-1988

Sex: Female

Nationality: Indian

Hobbies: Painting, watching movies, Traveling.

Languages Proficiency: English, Hindi, and Bengali.

Marital status: Married.

Address: Flat no -301, Building name- Green is the color, block 2, 3rd main,5th cross, Dollars layout, BTM 2nd Stage. Bangalore-560076

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Gopa rani Das.