**Resume**

**G. Kalyan Kumar**

FLAT NO-504   
SRI PADA APARTMENT

HOUSE NO-5-5-35/35/306/1

SAIBABA COLONY

kukatpally

HYDERABAD-500037.

Mobile : 09966914500

**career Objective :**

Seeking a challenging position where I can utilize my skills and also to prove myself as good model in terms of creativity, innovation and qualities towards to contribute the success of organization.

**Academic Qualifications :**

\* B.Com. with M.B.A. in Sales & Marketing.

**Technical Qualifications :**

\* Computer Knowledge in MS Office (Excell Sheet)

**Work Experience :S**

\* Worked as a **M.R. to R.B.M. level** in **Adcockingram Healthcare** (skin care division) from last 16 years formally known as a Cosme Health Care (CFLL).feb 2013 to feb 6th 2015 worked in hyderabad as RBM for TELANGANA AND A.P, FROM 7TH FEB 2015 JOINED WITH ALKEM DERMACARE AS RBM ORISSA & JHARKHAND, 2016 TO 2019 DEC-AKUMENTIS (ADMIRIS ) DERMA DIV, 9TH DEC-2019 CONTINUE WITH OAKNET HEALTHCARE AS SR RBM LOOKING AP,TS,KARNATAKA STATES

**Responsibilities :**

1. Achieve weekly, monthly sales targets leading to achievement of Annual Sales Targets.

2. Achieve Brand-wise Sales target with specific focus on thrust brands/ high GC brands.

3. Lead, Support, Guide and coach the team of ABM and BE towards achievement of targets by each of them.

4. Ensure coverage of each BE territory is spread around the potential interiors so as to achieve balance b/n H.Qs, Ex-HQs and Out-Stations based on business potential and yield

**Customer Development/ KOL Development :**

1. Develop brand specific core customers (KOLs and others) & Leverage their business contributions ROI

2. Support the implementation of KOL / KBL programs for maximising ROI

3. Monitor the efforts of ABMs and BEs with specific focus on ensuring Dr. Call Average of 12 and minimum 95% MCL coverage & 95% coverage of KOLs in each territory.

4. Develop own KOL/KBL and ensure excellent Rx business and ROI

5. Support in coordinating Dr. Meetings (CMEs/Round Tables/ Advisory Board etc.)

**Brand Development :**

1. Development of Brands within the region through effective implementation of HO marketing programs apart from implementing local strategies

2. Ensure the selection of right customer, right product by implementing the customer targeting process

3. Periodical updation of MCL (once in a quarter suggested) across the region

4. Implement appropriate measures to address slow moving products

5. Drive establishment of new products and follow through from introduction to consolidation

**Team Development / CompletenceDevelopment :**

1. Develop the in-clinic effectiveness through improving call coaching of ABMs and BEs while providing breakthroughs of difficult customers through joint working and follow through

2. Coach the team of ABMs through joint field work so as to achieve coaching effectiveness of BEs, personally coach BEs in low performance/ productivity territories towards performance turnaround

3. Perform minimum 22 days of field work per month and achieve focus and time application requirements through spreading and channelizing own efforts to low performing BEs/ ABMs.

4. Develop teamwork, culture and COMMITMENT amongst the BEs & ABMs

5. Support turnaround performance requirements in low performing territories & areas thro’ own contribution.

**Reporting &Administrtion**

1. Submission of Timely Reports by Self & team in or any other submission platforms

2. Maintain Rx, secondary & primary sales records for each territory and ensure the same in case of ABM/ BE

3. Periodically update MCL, Chemist list and institution list (once a quarter or as mandated by HO)

4. Ensure effective Daily Work Plan (DWP) for better planning and execution

5. Ensure work ethics & discipline of self and team through control tools like Daily Work Plan, STP, TP and other monitoring / Control

**Pride & Passion**

1. As a Medical Representative All India number one for consequately 6 years.

2. As a ABM All India number one for 3 years.

3. As a RBM from 2009 to till date number one with PCPM of 2.25 lacs.

4. As a RBM 3 times Super Star Award Function attended in Goa, Kodaikenal&Simla.

5. 18Years experience in the field of dermatology in controlling Orissa & Jharkhand

6. As my seniors request self has taken new task for Andhra Pradesh

**Personal Profile :**

Name : **G. Kalyan Kumar**

Father’s Name : G.S. Narayana

Gender : Male

Date of Birth : 28.11.1975

Marital Status : Married.

Nationality : Indian

Religion : Hindu

Languages Known : Telugu, Hindi, Oriya& English,TAMIL

Present Address : **G. Kalyan Kumar**

HYDERABAD

Mobile 09966914500

Mail ID :

Kalyan\_rani1@yahoo.co.in

**Declaration :**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Place : HYDERABAD  Date :30-11-2020