**RESUME**

 **AJAY SINGH**

 **MOBILE NO** -: +231778374000/+917304614506

 **Passport No- T 0279874** EMAIL ID-kunwar99ajay@gmail.com

**CAREER OBJECTIVE -:** *Possess excellent* ***Domestic*** *&* ***international*** *Sales and Marketing skills involving an experience of around 16 years in Sales Planning & Business Development , Marketing , Managing Sales Teams, Design and Implementation of Successful Marketing Strategies and Product Promotion Plans. Sales projection, New Business Developments especially in Medical equipments, Institutional, Government, Trade clinics from companies like Sinochem Ningbo China, Germany etc, And a successful 12 years in pharma sector.*

*Gained rich experience in Pharmaceuticals sales manager**industry in Africa from last 4years fully experienced in increasing Sales Revenues, exceeding targeted Sales Goals, Developing Profitable and Productive Business Relationships, Coordinating with Decision-Makers, and Building an extensive client base Exceptional communication Skills with demonstrated abilities in Training, Team Building & Driving Sales Team to highest echelons of performance .In-depth experience in New Business Developments , CRM, CME ,KOL Managing P&L, Possess successful and extensive track record of training and mentoring people. Possess excellent track-record of Launching New Molecules, New Division, New Concept selling Products & consolidating / gaining market for existing molecules, field control in terms of activities & man-management & development of people .*

***QUALIFICATION****- Pharmacy Graduate*

*Anupama college of Pharmacy Bangalore 2001-2004*

**Computer Skills**  -: MS Office , Word , Excel & Power point & Internet etc

**Hobbies**  -Listening Music,Weight lifting,Volleyball,Reading books,Cricket etc &Travelling

**CURRENT ORGANISATION-**

 **LUCKY DEVELOPMENT CORPORATION-**

 **Senior Branch Manager(Pharmacy)**

 **Monrovia, Liberia west africa**

**Taking care of Sales & Marketing of Dafra pharma, Sinochem Ningbo China( Medical Devices & Surgicals) SANDOZ Slovenia, Denk pharma Germany, Marie Stopes etc & Monitoring Branch sales ,Managing,Training,Development,Recruiting Team & sales projection imports & Brand management of The organisation.(Maintaining CRMS,CMES & KOLS OF Liberia)**

**DATE OF JOINING** -: **12th NOV 2016**

**PREVIOUS ORGANISATION -: SPEY LTD RSM LUCKNOW 2015 -2016 NOV**

**AKUMENTIS HEALTHCARE LTD – R.S.M**

**APRIL 2014 -MAY 2015 KANPUR**

***WOCKHARDT LTD-***

***-Senior Territory sales manager KANPUR***

 ***2007 Dec - 2014 April***

***Achievements-***

***Achieved Three Chairman's Award for Budget Achievement By our MD Mr Habil Khorakiwala***

 ***HONG KONG, CHINA & MALAYSIA for consecutive 3 years***

***SHREYA LIFE SCIENCES-***

***SOUTH MUMBAI 2005 - 2007 FIELD SALES OFFICER***

**Current On Job Responsibilities as Marketing Manager**

**TRAINING & -Develop and Implement Effective Sales Strategies.**

**- Maximize Sales Potential of all Brands and Products.**

**- Lead Team and Ensure Achievement of Sales Targets Set.**

**- Establish Productive and Professional Relationships with Key Customers of Team.**

**- Negotiate and Close Secondary Sales Agreements with Large Key Accounts.**

**- Monitor and Manage Stockists Sales, Inventory and Outstanding to avoid and Prevent Bad debts.**

**- Coordinate and Resolve any Problematic Accounts Related to Market Outstanding.**

**- Monitor & Analyze Performance Metrix of Team & Suggest Improvements & take Corrective Action.**

**- Prepare Monthly, Quarterly and Annual Sales Forecasts.**

**- Perform Research and Identify New Potential Customers and New Market Opportunities etc ,**

**C.T.C- 1200 usd dollars Net salary plus accommodation, fooding ,lodging , Travelling field expenses , Medical.**

**Personal Profile**

 **Name -: AJAY SINGH**

 **Father’s Name -: Shri BHANUPRATAP SINGH**

 **DOB -: 26th OCT1979**

 **Maritial Status -: Married**

 Religion -: KSHATRIYA, Hindu

 Nationality -: Indian

 Language Known -: English,Liberian English,Hindi,Gujarati, Marathi

 Current Address- 10B-576,Vrindavan yojana, Lucknow, Uttarpradesh – Pin 226002 India

 **Date -: 28/06/2023 AJAY SINGH**