



## **Yogesh Dutt Pandya**

226, Bharat Nagar, J K Road, BHEL, Bhopal - 462022 (M.P.)

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**Position required: National / Zonal Sales Manager based at Indore/Bhopal.**

**Objective: Seeking job responsibility at National / Zonal level position for Madhya Pradesh, Gujarat, UP and Chhatisgarh in established company.**

### **Professional Abridgment**

A dynamic professional with over 28 years of experience in sales, business development, KOL management, training and development of field staff, field working, activity and sales report analysis, team leadership and distribution network in pharmaceutical industry.

### **Professional Experience Summary**

✚ **Anand Organics Pvt Ltd Bhopal**, as Business Manager from Apr 2022, responsible for sales operation of Madhya Pradesh, Chhatisgarh, Rajasthan and Uttar Pradesh  
Customer Category – Paint and Hardware shop, Construction Project Work.

#### **Role & Responsibilities:**

- **98% of target achievement cumulative July 22.**
- **Average volume 84 Lakh per month**
- **Team of 12 SO, 3 ABM, 1 RBM**
- **On the job field training of team with regular self 20 days field working.**
- **Reporting to CEO.**

✚ **Sunzara Health Care Pvt Ltd.**, as 'National Business Manager at Bhopal from July 2019 to March 2022, responsible for Sales operation of Madhya Pradesh, Chhatisgarh, UP, Gujarat, Bihar  
Doctor Category – **Gynaecologist, Dentist, GP**

#### **Role & Responsibilities:**

- **95% of target achievement cumulative Nov21.**
- **Average volume 58.75 Lakh per month, with PCPM of 3.26 Lakh.**
- **Team of 18 BM, 4 ABM, 2 RBM.**
- **Spearheaded Bless Mom-F Cap among top 8 brands in Madhya Pradesh with an average PCPM sale of 0.50 Lakh / Month.**
- **Constant prescription monitoring of KOL resulting in 0.90 PCPM from them.**
- **Responsible for Class Room Training Prog, Marketing and Sales.**

- Reporting to G.M..(Sales and Marketing)

**✚ Population Health Services, (Affiliated to Marie Stopes International, United Kingdom).**  
**as Zonal Sales Manager based at Bhopal from Nov. 2018 to Jun. 2019**  
**accountable for Sales operation of Madhya Pradesh.**  
**Marie stopes international is a 627 billion Dollar company with operation in 37 countries.**

*Doctor Category – Gynaecologist, GP.*

#### **Role & Responsibilities**

- Profit Center Head for Madhya Pradesh. Supervising and development of 6 BE.
- **Achieved 10 Lakh / Month average primary sales.**
- **Reporting to Sr. Manager-Sales and Marketing.**

**✚ DKT India (Affiliated to DKT International) as Regional Manager at Bhopal from March 2014 to Oct 2018.**

*Doctor Category – Gynaecologist*

#### **Role & Responsibilities:**

- Sales operation of Rajasthan, Madhya Pradesh, Chhatisgarh.
- Team size - 12 BM
- **PCPM of 3 lac per month (Approx.).**
- **Reporting to G.M..**

**✚ Worked with Shreya Life Sciences. as Regional Sales Manager based at Jodhpur from January 2009 to February 2014, responsible for Sales operations of Rajasthan.**

*Doctor Category – Consultant Physician, Gynecologist, Surgeon and G.P.*

#### **Role & Responsibilities**

- **Average revenue of 16 Lakh per month with 12 Medical Representatives.**
- *Made Beneficiale Cap among top 7 brands in Rajasthan with an average sale of 0.55 Lakh / Month.*
- **Reporting to - Zonal Sales Manager.**

**✚ Worked with IPCA Laboratories Ltd. as Medical Representative based at Rewa HQ (MP) from May 1994 to December 2008.**

**Promoted as Area Business Manager from Jun 1999.**

*Major Brands – Zerodol, Lariago, Perinorm, Rapither, Larinet, Tenolol.*

*Doctor Category – Cardiologist, Gynecologist, Orthopedic, Ophthalmologist, Consultant Physician and other Categories.*

#### **Role & Responsibilities**

- *Joined as Medical Representative at Satna , Rewa Head Quarter.*
- **Promoted as Area Business Manager in Jun 2004**
- **Made Zerodol and Rapither Inj among top brand in Gwalior Area with an average sale of 1 Lakh/1.50 Lakh / Month respectively.**
- **Reporting to- Regional Business Manager**

## **Personal Details**

*Date of Birth*            3<sup>rd</sup> May 1973  
*Marital Status*        Married,  
*Languages known*    English, Hindi, Regional.  
*Computer Proficiency* MS-Office.

## **Academia**

*Bachelor of Science (PCM) from Sagar University.*

## **Seminar / Workshop Attended.**

*Trained the Team-Mr Vinayaka Mumbai-3 Workshop*

**Current CTC – 4.80 Lakh per  
Annum**

## **References-**

- 1. Mr Gautam Bhan**  
**Ex DGM PHSI**  
**093299 09119**
- 2. Mrs Swati Dongre**  
**Ex HR Anand Organics**  
**09340987833**