

Durga Nand Thakur

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OBJECTIVE:

A Sales Position With a Progressive Company that can utilize my experience in the introduction, management and sales of new products in the pharmaceutical industry

SUMMARY OF QUALIFICATION:

- ◆ Strong backgrounds in sales, marketing, territory development, sales presentation development, order processing, customer service, and public relations.
- ◆ A proven track record as a top sales producer, always ranked in top percentile.
- ◆ Highly experienced in all aspects of the sales process, while meeting and exceeding all sales quotas.
- ◆ Possesses a strong knowledge of pharmaceuticals and medical industry products.

PROFESSIONAL EXPERIENCE:

Working as Asst. Professor at H.G.E.A College of Pharmacy, Bokaro from 8/1/2020 till date.

Gufic Biosciences Ltd : From Nov 2019 to Cont..
Areas :East Zone.

WALLACE PHARMA LTD: From Sep 2018-Nov 2019
Areas Covered: North India.

- *From 1st months only started ach.from 20% Ach to 90% some Dms HQ.
- *Filled up All Vacancy.
- *Develop core Customers & utilize experience to Business.
- *All India Ranked 3 of Delhi Region in Business.

MEDLEY PHARMACEUTICALS LTD: From Dec 2014-Aug 2018

Area Covered: Delhi & western UP

- *Out of 4 Dms, 3 are on tgt.
- *Attrition is low.
- *Top customer mind, presence of Medley pharma.
- *From 40 % to 90% sale within 6 months with growth 70%.
- *Focus and yield all major Hosp.pharmacy our brands was avab.

PANACEABIOTEC LTD : From May 2008-Nov 2014 Rsm-Aug 2011

Area Covered: Delhi, Rajasthan UP & Uttarakhand,Punjab Region.

As a “District sales manager” till Aug. 2011, afterwards promoted as “Regional Sales Manager” in Aug, 2011.

- *No.1 Rbm in 2011-12
- * 103% Achiv.with 22 % growth.
- *No.1 in brands in India Myelogen forte & Myelogen powder.

- *No attrition on both Bdes as well as Abms
- *Top customer added in our portfolio.
- *Organized no of cmes in Rajasthan & bounce back to sales.
- *Healthy Atmosphere in teams.
- *Achiv.1 crores business in May 2012, that records in PBL.
- *Out of 11/11 month on target & out of 20 bdes 9 month all bdes on tgt.

As an “Area Sales Manager”

Abm-May 2003

Marketing and sold two pharmaceutical products (Glizid M and Myelogen forte) and performed routine sales duties including new products introduction, order processing, educating physicians on products, promotional work, and all aspects of customer relations. Results:

- *Achieved no.1 position in Myelogen forte across India.
- *Achived no.5 position in Glizid M in India.
- *Breakthrough of new brands in Apollo, sgrh & Escorts
- *Develop 2 bdes for higher responsibility
- *Top customers are closed to me
- *Delhi performance is 100% with growth.

OTHER EXPERIENCE:

GLENMARK PHARMACEUTICALS LTD.

Oct 2000 - May2008

As a “Medical Representative” till May 2004, afterwards promoted as “Area Sales Manager” in May, 2004.

- *New division established.
- *Brands associated Telma, Glimulin & Rosicion group.
- *Identification of company in customer mind in North, South & central Delhi.
- *Got max.Award with brands like telma, glimulin etc.
- *Develop 2 field forces as manager.
- *Giving strategy inputs, that follows all India.

QUALIFICATIONS / EDUCATION:

B.pharma from Sambalpur University, Rourkela.orissa.

PERSONAL DETAILS:

DOB:	31 st March, 1975
Martial Status:	Married
Fathers name:	shri C.D.thakur
Languages well versed:	English, Hindi, oriyya.

COMPUTER SKILLS

WINDOWS, WORD, EXCEL, POWERPOINT, INTERNET