



Shaji.A.R.

Mobile: 052-9899350, shajirama@gmail.com

Objective:- Sales Managerial / Sales Executive position with a progressive company that can utilize my extensive experience in management and sales of new & existing products in the pharmaceutical industry.

PROFESSIONAL EXPERIENCE

Possesses strong knowledge of pharmaceutical and medical industry products & well experienced in Dubai, Abu Dhabi, Sharjah and Ajman.

Extensive knowledge, more than 20 years, in sales, marketing, account management, territory development, sales presentation development.

Highly experienced in all aspects of the sales processes, order processing, customer servicing and public relations. Possess track record as a top sales producer.

Lonestar Technical services LLC-Sales Executive (2021 May-2021Dec)

Lonestar Is a materials testing laboratory & third party Inspection services company.

Also in the field of Environmental testing, like water, air, sound & light.

- Experienced in dealing with industries located in Dubai ,Sharjah & Ajman

Al Hoty Stanger Laboratory – Sales Executive (2017 July – 2020 Dec)

AHSL is an Independent Testing Laboratory & Material Consultants for Quality Checkups for Construction materials, Food products also environmental tests for Water & Air quality tests.

- Establish and maintain Business relations with Construction companies, Hotels, Catering units , Factories, Manufacturing units
- E-mail communications for sourcing the new clients and quote preparations for the enquiries.
- Documents preparation & submissions for projects approvals to construction companies.
- Overall support for sales, maintenance & growth of company.

MetLife Insurance Company (Apr 2016-July 2017)

- Employed as an Insurance Agent for Group Life insurance, employee medical Insurance

- Business development set by the company as well as to extent the facility of insurance protection to reach to the maximum employees in territory.
- Good knowledge of range of Insurance to facilitate the better life, Future protection and Investment.
- Overall wellbeing of employee strata by availing Insurance awareness, protection as stipulated by Department of Health Administration.

SIR AL SAHA FITNESS CLUB: MANAGER (Jan 2014- Apr 2016)

- Over all managing of the Fitness Centre.
- Ensure Services to the Customers .Give them proper guidance to do the exercises in a professional way by trained professional staff.
- Motivate the customers to continue the exercise to maintain body to be strong and to be healthy.
- As a part of business development, conduct special classes on special diet and regular exercise. Spread the name of Fitness center by satisfied customer's word of mouth, spreading flyers, implementing new packages to attract new and more customers.
- Manage & Motivate staffs to give their full output to make customers fully satisfied.
- Implementation of new methodologies in health Fitness and rehabilitation exercises.
- Assure functioning of all health equipment's.
- Good knowledge of PHYSIO therapy machines as well as clinics in UAE since I have under gone training and short while assignment to do business developments for **PHYSIOMED equipment's**.

Thumbay Marketing & Distribution Company: GMC Hospitals division, as Sales Executive (2013 Jan–Nov.2013)

- Experienced in developing and implementing Sales & Marketing strategy.
- Possess solid leadership, communication & interpersonal skills to establish rapport with all levels of staff, management & third parties.
- Ability to streamline business operations that drive growth, increase efficiency and profit.
- Well experienced in Sales & Distribution of Pharma Products in Dubai, Sharjah, Ajman & Abu Dhabi market.
- Active Participation in product launching functions.
- Identify the new leads of customers & contact them to create new business, open new credit accounts & keep up the customer relation vitally.
- Expert in handling customers, convince them to purchase the items.
- Investigate and resolve the queries related product, account & after services.

- Deliver Statement of Account, Collect the payment, Provide help from accounts dept, if there is any discrepancies.
- Ensure the customer service before and after delivery of products.
- Manage customers account very active and lively.
- Streamline the work plan daily, weekly & monthly, prioritize the work schedule
- Meet the targets .Keep up the Deadlines
- .Arrange & Attend sales meetings regularly (Weekly and Monthly).Analyze the budgeted and actual sales reports. Provide forecast reports to management

Life Health Care Group: Area Manager – Abu Dhabi (2010 Feb- 2010 Aug)

- Managing Abu Dhabi & Alain Sales and Marketing operations.
- Development and implementation of creative, highly successful sales strategies.
- Perform comprehensive market analyzes and create accurate sales forecasts.
- Coordinate all human resource issues including recruitment and staff allocation.
- Conducting extensive negotiations with partners, establishing synergistic, highly profitable relationships.

Al Baker Trading, Dubai –Medical Sales Executive (1997 Mar - 2009 Jun)

Medicine sales to Pharmacies, Hospitals, Group purchasers & Institutions in Dubai, Ajman & Sharjah.

- Prepare action plans and schedules to promote specific products and overall budgets to reach the monthly, quarterly & yearly budgets to be achieved.
- Identify sales prospects and contact them to create business deeds.
- Establish and maintain potential client relationships.
- Prepare reports like activity report, closings, follow-up, budget Vs achievements etc.
- Communicate new product and service opportunities, Special developments, information to clients to promote sales.

Ruwi Furnishing LLC, Muscat, OMAN - Leading Furnishing co.

Sales Executive 1992 Mar- 1996 Dec

Elder Health, (Smith & Nephew Surgical products) INDIA.

Sales Officer 1991 Jun- 1992 Dec

Torrent LLC, INDIA.

Medical Representative 1989 Sep - 1991 Apr

UB Group OPTREX INDIA Ltd

Professional Service Representative 1986 OCT- 1989 Sep

CAREER ACHIEVEMENTS

- ✚ Certificate of appreciation for the valuable contribution in sales of **Boots Health Care Products** during the years 2005-06, 2003-04, and 2002-03.
- ✚ Certificate of appreciation from **GSK** during the year 1998-99 for the valuable contribution in sales.
- ✚ Successfully completed selling skills for over the Counter Medicines products knowledge from **Boots Healthcare International** in 1998.

ACADEMIC CREDENTIALS

- ❖ **Bachelor of Science (B.Sc.)** from Calicut University, Kerala, India (1986)
- ❖ **Master of Marketing Management (M.M.M)**
From Pondichery University, India.(1996- Completed)
- ❖ **Pre – Degree (Science)** from Calicut University, Kerala, India. (1983)
- ❖ **Secondary School Leaving Certificate (SSLC)**
From S.N.B.H.School Thrissur, Kerala, India.(1981)

TECHNICAL PROFILE

MS Word - MS Excel - MS PowerPoint, Windows - Internet & E-Mailing.

PERSONAL PROFILE

Nationality	Indian
Marital Status	Married
Languages Known	English, Hindi, Malayalam and Tamil
Driving License	U.A.E , Oman & Indian
Visa Status	Company Visa

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.