**Curriculum Vitae **

***SANAULLA. YALLAPUR***

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*Address : # 37/1, 2nd Floor KV Building 12th cross Kanaka Nagar RT Nagar post Bangalore -560032*

**Career Objectives**:

“Seeking a position in an organization which progresses dynamically & gives me a chance to enrich my knowledge and enhance my skills and be a part of team that contributes towards the growth of the organization & gives me satisfaction thereof.

To be part of an organization that offers a good work culture and to make myself an asset of the company”

**Work Experience**: Marketing and Sales with 13+yrs of Experience in Pharma and Diagnostic Sales in Reputed Organizations.

* From Oct-2021- Till date

Organization: Working as a **Sr Business Development Manager** at Orange Health at Bangalore Hq

Covering: Cover North Bangalore . Handling Both B2b and B2C Segment

Product: Diagnostic services and Specialty Lab tests Virtual lab Home health services .

* From Mar-2021–Sept-2021

Organization: Working as a **Ares Sales Manager** at Apollo Health and Life Style Limited Hubli Hq

Covering: Cover North Karnataka. Handling Both B2b and B2C Segment

Product: Diagnostic services and Specialty Lab tests and Home health services .

* From Dec-2016–Feb-2021

Organization: Working as an **Sr Sales Executive** at R V Metropolis Diagnostic Health Care Centre Pvt Ltd at Banglore Hq

Covering: Cover North Bangalore, and Tumkur. Handling Both B2b and B2c

Product: Diagnostic services and Specality Lab tests.

* From Nov-2014– Nov-2016

Organization: Worked as an **Area Sales Manager** at Hetero Genx Pharma Ltd at Davangere Hq

Covering: Entire North Karnataka. Handling 5 member’s team

Product: Pharma Product (Antibiotic, Cardio Diabetic range)

* From Dec-2012 to Oct 2014.

Organization: Worked as an **Area Sales Manager** at Serum Institute of India Ltd (Vaccine & Pharma Div) at Hubli Region.

Coverd: Entire North Karnataka. Handled 6 members team.

Product: Vaccine and Parma Product

* From Feb-2010 to Nov 2012.

Organization: Worked as a **Professional Sales Manager** at Abbott India Ltd (General care Div &OTC ) at Davangere HQ

Product: Pharmaceutical Product & OTC Products.

**Academic Profile**:

* *M.B.A (Marketing Management)* from Shridevi Institute of Management Studies, TUMKUR of (VTU University Belgaum) an aggregate of 56%.Completed on (2006-2009)
* *B.Sc (Chemistry Botany & Zoology) from* RTES College Ranebennur (K.U.D of Dharwad) with an aggregate of 65%. Completed on (2003-2006)
* *Class 12 Department of Pre University Education Karnataka*

*Grade 44.5% Completed on June 2003*

* *Class 10 Karnataka secondary Education Board grade 59.36% Completed on march 2001*

**Achievements in Field**:

* Achievement of South Star for last Year Performer for the quarter by RV Metropolis Diagnostic.
* Achieved *TOP 1 IN BRAND LIKE DIGECAINE ALL OVER INDIA* in Davangere *HQ.*

**Projects Undertaken**:

* A Study on Customer expectations For BSNL Services. Towards Tumkur City.

**Techinical knowledge**

* Basics Computer Skill Internet,
* MS Office, Word, DOS, PowerPoint, Excel

**Job Responsibilities**:

* Meeting Doctors for generating prescriptions, Conducting Camps and CME’s
* Analyzing Market & Competition and taking decisions.
* Setting sales target quarterly & setting Marketing Strategies to achieve it.
* Product Branding and promotional activities for the given geography.
* Attracting new clients & Retention of existing clients.
* Negotiating and Convincing, Maintaining sales Documents.
* Motivating the sales team to achieve the budgets.
* Providing on job Training for my new sales force team to improve in their work font.

**Personal Skills**:

* Self-driven personality coupled with problem solving attitude.
* Posse’s good verbal & written communication/ Interpersonal skills.
* Good co-ordination & co-operation with the team.
* Good learner & performer both in team & independent environment.

## Work shop Attended:

* National Work Shop of Student Participating In Quality Initiatives Hubli.
* Entrepreneurship Awareness Camp by VTU E.D Cell Belgaum Attended In Tumkur.
* Attended Management Fest 2008 At Bangalore.
* Attended National and State Level CME’S.
* Conducted Retailers and Distributors Meet Quarterly.
* Conducted CME’S BMD’S ANC camps at District level.

**Personal Profile**:

Name: SANAULLA.B.YALLAPUR

Permanent: *S/O B H Yallapur Mruthunjaya Nagar 3rd cross*

*Address*  Ranebennur-581115 Karnataka.

Date of birth: 15/04/1982

Gender: Male

Nationality: Indian

Passport No: J4635565

Marital status: Married

Languages known: English, Hindi, Kannada, and Urdu.

**Declaration**:

I here by declaring that above furnished information is true to the best

Of my Knowledge.

Date: 27/03/2024

**SANAULLA YALLAPUR**