PAWAN KUMAR SINGH

**AREA MANAGER**

CONTACT DETAILS

pawan.donwar25@gmail.com 8052467845

Kunti Kunj, Lane No 3, Paramhans Nagar, Kandwa Chitaipur, Varanasi

# EXECUTIVE SUMMARY PROFESSIONAL CAREER

Experienced and self-motivated Area Manager bringing forth over eight years of experience serving as an effective Area Manager in Pharmaceutical Industries.

Adept in all aspects of sales management including planning, budget management, and coordinating all working parts of a project. Experienced in working directly with clients for customer feedback as well as coordinating with the team members to ensure all the annual targets are achieved and met within scope and budget.

# SKILLS

Ability to multitask Fast Learner Teamwork

Ability to work under pressure Communication Skills Leadership

# LANGUAGES

English Hindi Bhojpuri

## MEDICAL REPRESENTATIVE

### Spey Medical Pvt Ltd | May 2014 - March 2016

Researched and analyzed competitive products and market trends to identify growth opportunities Developed promotional materials such as brochures and newsletters to increase product awareness in the healthcare community

## MEDICAL REPRESENTATIVE

### Celsius Healthcare Pvt Ltd | March 2016 - Oct 2016

Analyzed sales data to identify opportunities for growth and develop targeted campaigns

## AREA MANAGER

### Macleods Pharmaceutical Ltd OCT 2016 – Dec 2023.

Developed and managed a regional marketing campaign - Esofine camp activity that increased sales by 20%

Developed and implemented a customer feedback system in which medical representatives meet with doctors once a week which improved customer satisfaction

Created and implemented a promotional strategy in which a new product was launched in the form of Macraft which increased brand awareness as it was a new product.

## Area Sales Manager

### Cybertron Secutech PVT LTD (Jan 2024 to till date)

**.** Worked as Area Sale manager to develop Punjab and  Chandigarh market and archive target.

**.** Evaluate marketing campaign

**.** Monitor competitor activity

**.** Analyze pricing position

# HOBBIES

Playing Cricket Travelling Listening Music

# ACADEMIC BACKGROUND

### 10th | UP Board | Apr 2000 - Mar 2002

S.P.B. Uchchtar Madhyamik Vidhyalaya, Ballia

### 12th | UP Board | Apr 2002 - Mar 2004

Adarsh Inter College Varanasi

### Bachelor of Art | Aug 2007 - Jul 2010

Veer Bahadur Singh Purvanchal University, Jaunpur

# PERSONAL DETAILS

Father's Name Late Nand Ji Singh

Mother's Name Late Kunti Singh

Date of Birth 10 July 1986

Nationality Indian

Gender Male

Marital Status Married

Kids One