KAPIL GUPTA RESUME Batch: MBA (2012-14)

B.PHARM,MBA(IB&MARKETING)

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**Career Objective:**

Seeking a challenging position in the fast-paced corporate & marketing environment, demanding strong organizational, technical and interpersonal skills where extensive experience will be developed and utilized.

**ACADEMICS (Qualifications)**

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| --- | --- | --- | --- | --- |
| **Course** | **Institute/Schools** | **Board/**  **University** | **Year** | **Percentage** |
| MBA-International Business and Marketing | Vidya School of Business, Meerut | MTU. | 2014 | 70% |
| B.Pharm | Bharat institute of technology, Meerut | GBTU | 2012 | 65.96% |
| XIIth | KendriyaVidyalaya no.-1,Agra | CBSE | 2006 | 68% |
| Xth | KendriyaVidyalaya no.-1,Agra | CBSE | 2004 | 64% |

1. Well versed with MS Office, Windows-XP/VISTA/ Windows 7/Win 8& Internet Applications.

**Professional Summary | Key Strengths**

Accomplished Pharmaceutical Sales Professional with a strong history of surpassing sales goals and developing long lasting relationships with clients. Adept in providing crucial information regarding newly launched and established pharmaceutical products to clients. Bringing forth the ability to effectively market pharmaceutical products and increase business exponentially.

1. **Markets Exposure** - **International Markets** -Extensive Experience in **latam** in Colombia, Ecuador and Bolivia, I am trying to get market information for other countries in latam also **East Africa** - Mozambique.

**Domestic Market Exposure -** Rohtak Headquarter along with 6 Interior.

1. **Overall Experience - Domestic Markets -**Sales - 1.5 years in Mankind pharma at Rohtak Hq, Pharmacist - 2years.

International Markets - Colombia and Ecuador at Meril lifesciences -3years, Mozambique at Neomedic - 8 Months, Bolivia at Brawn labs -1.4 years.

1. **Segments Covered** Medical Devices (Endosurgery division - Sutures, Staplers, Meshes, IUD’s, Haemostats, Sinuplasty cathetar) at Meril lifesciences.

Medical Disposables at Neomedic and Pharmaceuticals at Mankind (Discovery division Diabetes Portfolio +Mixed therapy segment) & Brawn labs.

1. **Languages Known** -Spanish, Hindi, English, Portuguese (Speak).
2. Excellent command over English and Spanish language.

**6.Regulatory Proficiency** - I have maintained relationship with Regulatory Bodies, like INVIMA(Colombia), ARCSA(Colombia), AGEMED (Bolivia).

**7.Relationship with Channel Partners** - I have maintained good relationship with the Key opinion makers - Distributors, Hospitals and Doctors.

8.**Tender Market** - As you are aware in Every Country of latam almost 60% is Tender market and rest 40% is Private market. I have achieved last year 270,000usd just for one Tender of Methylprednisolone injection.

This year also about to win, waiting for the results for critical care products.

**Work Experience**

**18th May ‘2021 – Till Present**

**Regional Manager +Legal Representative– Latam (Based at Bolivia)**

**Zee Laboratories limited**

Key Achievement – With Tender Business achieved sales of 5.3million dollars within 6 months.

|  |  |  |  |
| --- | --- | --- | --- |
| **Year** | **Business Volume(Tender market)** | **Private market** | **Country** |
| 2021-22 | 5.3million dollars | Products under registration | Bolivia |
| 2022-23(Till Sep'22) | 1million dollars | 1.9million dollars | Bolivia |

16May’2019 – 18th May’2021

Country Head - Latin America

Brawn Laboratories

* I am handling all latin America pharmaceutical business, with the help of distributors
* Excellent command over English and Spanish language.
* Established Government Tender business and private channel- Gained a Tender of Ministry of Health worth 270000USD and established 3distributors for Bolivia and one distributor for Peru. Last year achieved almost 567,00USD. Target set by management was 586,000USD.
* Currently Second year in Bolivia, Created sustainable business of 500,000USD for Bolivia through 3 distributors. In addition, Government tender business is also in our hands. Hopefully we will this time also Awaiting results for critical care products (Atracurio Besilato and Rocurio Bromuro).

**12Oct’2018 – 15May’2019**

**Country Sales Manager – Mozambique**

**Neomedic, UK**

* I am currently working with Neomedic in domain of Medical consumables like medical gloves, syringes, laboratory test kits, medical plasters and related products.
* Leading the commercial department here.
* Giving new clients to company and increase the volume of business by adding additional products in basket.
* Achieving month by month assigned goals for company.
* Experience in warehouse management.

**21st Jan ‘2016-14Sep’2018**

**International Sales Manager - Colombia &Ecuador (Latin America)**

**Meril Lifesciences**

* I am currently handling Endosurgery division of Meril which includes sutures, staplers, Haemostatics, Intra uterine devices, Hernia Mesh in Colombia and Ecuador.
* In this role I am meeting with Health ministry (Ministry de salud, IESS) For Government Tenders an also in private hospitals for sales
* I have maintained my Rapport among Healthcare Fraternity like Doctors, Paramedics and Distributors.
* I am responsible for Effective channel management and Registration of products with INVIMA And ARCSA in Colombia and Ecuador Respectively.
* In this job, I have gathered Ample market information to succeed and create market share for my company.

**Achievement:**

* I have completed Registration of Endosurgical Products in Colombia this year which almost takes 1.5-2 years by coordinating with Invima (Regulatory Authority in Colombia).
* In Ecuador, I have made 4 channel partners for Endosurgical Products for Effective channel management for sustainable growth of the Company.
* Major Achievement, In Ecuador I have converted Covidien distributor to Meril for Wound closure segment.
* From Ecuador, In 2 months I received confirmed Purchase order of USD 30,000 this year.
* I have maintained Contacts with the Buying committee of public health system.
* I have all the codes of Competitors for participating in the Tenders.
* In Colombia, I have Organized a CME in Hospital kennedy, Bogota among 22 Bariatric Surgeons and gained good reputation for Meril By conducting Hands on session and assisting in Live case surgeries.
* I have successfully completed Training Programme for Endosurgical products and got Accredition certificate by board of Meril.
* Currently working with Meril Lifesciences as International sales manager handling medical devices in colombia & Ecuador. Base Location is Colombia & Ecuador.

**August’14- Nov’15**

* Senior Field Sales Executive Mankind Pharma – Rohtak, with 6 Interiors ,India I have handled Discovery division of Mankind Pharm which is a mixed portfolio of pharma segment like Ortho(Collagen Peptide),Diabetic(Gliptins and Glimepiride ,metformin),Candida and Tinea infections(Itraconazole), Paediateric range (Racecadotril, collisitin sulphate), Gynae range (Pamabrom, Mefenamic acid),Allergic Infection range(Montelukast),Energy booster(Taurine ,Ginseng product),General Segment (Antibiotics - cefixime, Ciprofloaxacin).
* My Responsibilities are to do market survey, pitching the products among top doctors, creating more awareness by brand campaigns, surveys and CME’s programs.
* I have launched Several New products like Pampra spas, Health ok range, Orthoboon. This makes me more skilled in concept selling products.
* I have appointed distributors, sub distributors and maintained Effective channel strategy.
* I have gathered Information of Post clinical marketing studies for Pampra spas, Itraconazole.

**Achievement:**

* I have been Assigned the sales Target of Rs 9,00,000 lacs per month and from the second month I started achieving my sales numbers.
* I have created base for mankind and gained a reputation in market by selling innovative medicines.
* In just a span of one year, I have grown to the level of senior field sales executive from senior sales officer and field sales executive.3 promotions in a year
* I am the Achiever of Diabetic segment in my territory.
* I have worked as Senior Field Sales Executive in Mankind Pharma (Discovery- Diabetic Divison), Rohtak region I have joined as senior sales officer, field sales executive and sfse.

**March 2012 - March 2014**

**Pharmacist**

**Rupali Medical Center – New Delhi, India**

* Here I have assigned task of Maintaing stock of Medicines, Selling over the counter drugs by honouring prescription of Patients.
* To maintain Billing and patient records over a period of time.
* To Guide the Patients in terms of Dosage parameters for drugs.
* To Educate the paramedical staff regarding drug delivery mechanism of body.

**Achievement:**

* I have completed designated task of maintaining records of Patients profiles and drugs statistics.
* To measure the Efficacy of particular drug in a patient.
* I have previous Experience of 2 Years in Rupali Medical Center, New delhi for 2 years.

**Extra-Curricular Activities:**

* Industrial Visits.
* Liberty Head Office, Haryana.
* Parle Biscuits Pvt. Ltd. Rudrapur.
* Summer Training- Got trained in the sales department of HDFCLIFE, Noida And achieved the targets in assigned territory(Rs 75000 in 2 months) Got the recommendation award and certificate from VP (sales)-“Best Achievers”.

**Key Learning:**

* Polishing my communication and presentation skills
* Working effectively with a diverse group of people in a short span of time
* Got the Practical Knowledge through Industrial visit and interaction with Managers
* Aware from the corporate world Hands-on activities.

**Strengths**:

* Leadership
* Fairness, Equity
* Practical Intelligence
* Patience

**Personal Details**:

Father’s Name: Mr. Tejendra Pal Gupta

Father’s Profession: Defence Personnel (Retired in June’2020)

Date of Birth: 16 June 1988

Languages known: English, Hindi (Read/ Write/ Speak/ Understand)

Hobbies & Interests: Interacting with people, Cricket.

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Notice period: Immediate

DATE – 04/04/2023

KAPIL GUPTA