

Kapila srinivas

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Career objective :My Goal and vision will be as per the Industry standards and norms for the respective Departments to enhance self and company. Looking for the Long Term Career .

Present Experience : Working with SMT MEDICAL TECHNOLOGIES (HYDERABAD)

Dealing with Cardiology Products for the given territory in Hyderabad.

Working as Territory sales manager (Domestic Sales) Hyderabad.

Joined in the month of December 2018 – to till date.

Areas of Coverage : Hyderabad –Hospitals –NIMS/KIMS/YASHODA/STAR/KAMINENI/PRIME/APOLLO.

Past Experience : worked with Lotus Surgicals Pvt Ltd(Sutures/Endo/harmonic-Manufacturers)

Working as Professional service officer since Jan 2018 to November 2018.

PastExperience : Performed in the Role of ASM in MLS (Leading Medical Distributor for ortho / Neuro/Trauma/Arthroscopy products for AP/T.S) for the Areas of (Hyderabad/Telangana)since Nov 2013- Jan 2018(Hyderabad).

Company profile : Dealers for Stryker Power Tools/ Trauson /Aesculap/Arthrex (imported Principle companies)

My Job Profile: Sales of Medical Heavy Duty Equipments - ortho/endoscopy/laproscopy/Arthroscopy /Neuro divisions.(**Exclusively stryker saw drills-Endoscopy Products-Arthroscopy**)BrandON OT Lights/Tables Installed at Sunshine Hospitals

Working Area : Corporate Hospitals in my territory.(Apollo,Kims,Nims,Sunshine,Yashoda,kaminienietc)Hyderabad Region)

Used to Cover in the Areas of Nizamabad/karimnagar/Vijayawada/Nellore/Rajamundry

- (1) Meeting Doctors related to our products regularly for product promotion.
- (2) Meeting OT Incharges to promote the product and to generate indent to purchase Dept.
- (3) Meeting Purchase Department for final process of negotiation and getting the order.
- (4) Coordinating with my company logistics department to Execute the order.
- (4) After Execution of the orders making thefollowup with Accounts Departments to release the payment (As per Terms).

Past Experience : worked with Global life services in Different job profiles:

Global life services (leading medical dealer for disposable products) Principle companies(B.D/ centenial sutures/Aesculap/3M/Vascular Therapeutics)

Period : May 1999 – Nov -2013.

Job profile : worked as Business support Executive.

Meeting OT staff/Purchase Dept personnel/Accounts for our respective business process)Daily.
Different Hospitals (Corporate)in Twin cities of Hyderabad/secundrabad.
Dealt with Duraflex stents/Boston Scientific stents also.for Apollo /Nims/Global/mediciti/Kamineni etc.
Worked as Administrator : Co-ordinating with staff for executing the orders /payment
followup's/purchasing the products from principle companies to supply for different hospitals.
Worked as Biomedical Service Engineer : Installed Operation Theatre Lights/OT Tables of
Berchtold(Germany) in NIMS Hospitals(Hyderabad) project was for 2years.Worked as Accounts
Executive : Managing Business banking transactions and Handling cash.
Worked as office Assistant : To Manage office related works with the respective clients includes-Delivery
of stock/payment collections/banking transactions .

Education Qualification : BCOM Pursing MBA from ICFAI (Hyderabad)

Personal details :

Name : Kapila srinivas

Father Name : Late Gopala Rao Kapila

Date of Birth : 1-9-1981

Address :2-2-23/42 Bagh Amberpet Hyderabad (Telangana)

Current CTC : 469000/-

Technical Skills : Knowledge in computer Hardware and networking
Knowledge in Accounting Packages (ERP) Tally / Sap FICO.

Languages Known : Telugu / English/Hindi

Hobbies : Reading Books ,Participation in voluntary organization .

Achievements : Successfully completed the complete process for every order with client in my medical
tenure – in the medical business.

Learned Business Strategies and Techniques in Medical business from my work experience.
Individually can handle total business implementation process from licensing to final accounts.

Date : As on Date

Place : Hyderabad

(Kapila srinivas)