



## **Résumé**

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S/o Sri Kamal Sehgal  
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### **OBJECTIVE**

I describe myself as a trustworthy, cooperative and a helpful person. I am energetic, hard working, career oriented and striving for a position which can develop my career and excel my management knowledge.

### **PERSONAL DETAILS**

Sex	: Male
D.O.B.	: 18-06-1975
Nationality	: Indian
Religion	: Hindu
Languages Known	: English, Hindi, Nepali, Bhojpuri, Maithali.
Hobbies	: Travelling & Net Surfing
Marital Status	: Married

### **ACADEMIC QUALIFICATIONS**

**B.A. L.L.B. from L.N.M.U.Darbhangha, Bihar,**  
**L.A. from B.I.E.C.Patna, Bihar,**  
**Matriculation from B.S.E.Board,Patna, Bihar,**



## **WORKING EXPERIENCE**

**X Worked with Redcliffe Hygiene Pvt. Ltd. As a State Head Bihar at Patna HQ. from 1st of Aug. 2021 to 31st Oct.21.**

**X Worked with Castrol India Limited as a Team Leader Rural at Bettiah HQ. Bihar from 1st Apr 2021 to 31st of Jul. 2021.**

**X Worked with Piramal Healthcare Pvt. Ltd. (Abbott Healthcare Pvt. Ltd.) As a Territory Business Manager at Madhubani HQ. Bihar from 1st of Apr. 2010 to 31st of Mar. 2021.**

**X Worked with Cipla Ltd. As as a BDM at Sitamarhi HQ. Bihar from 1st of Apr. 2008 to 31st of Mar. 2010.**

**X Worked with Brawn Labs. As BDM at Sitamarhi HQ. Bihar from 1st of Apr. 2005 to 31st of Mar.2008.**

**X Worked with Centaur Laboratories Pvt.Ltd. As a Medical Representative at Kathmandu HQ. Nepal from 9th Mar. 2000 to 31st Mar. 2005.**

**X Worked with Indchemie Health Spl. Pvt.Ltd. As a Medical Representative at Kathmandu HQ. Nepal from 21st of Oct. 1999 to 7th of Mar. 2000.**

### **Job Description:**

- ✓ Regularly visit to the Super & Distributors for availability of the products and achieve the company's target with our team members and to appoint new Super & Distributors and reporting to top level management.
- ✓ To generate the market demand through print media & electronic media as well as our team members by visiting the market in Urban areas & Rural areas.
- ✓ Analyzing the market trends and accordingly promote the products to the Retailers.
- ✓ Overseeing the sales operation, meeting target and managing the Super & Distributors
- ✓ Develop efficient and creative sales strategy for assigned territory.
- ✓ Regular maintain of the safety stock of the Super & Distributors.
- ✓ Handle the queries raised by the Super & Distributors as well as Retailers.
- ✓ Provide marketing information & trainings to the team members and handle the Retailers awareness programmes in different places.
- ✓ Making monthly report present to top level management.
- ✓ Solving customer Complain.



### **ACQUIRED SKILLS:**

- ✓ Computer literate
- ✓ Internet applications literate
- ✓ MS Office
- ✓ Fast learner
- ✓ Hardworking
- ✓ Stimulated in bringing out the best performance at work
- ✓ Good written & spoken communications skills
- ✓ Self-motivated, service - oriented and willing to work under immense pressure
- ✓ Detailed, focused and result - oriented
- ✓ Honest and has a strong sense of responsibility
- ✓ Creative, Cooperative and open – minded
- ✓ Efficient and well organized

### **TECHNICAL QUALIFICATIONS**

- Diploma in Computer Application.

e-Signature: Ravi Ranjan Sehgal

Name: Ravi Ranjan Sehgal

Place: Sitamarhi, Bihar, India

Date: