

# SHIVAM PRAKASH MISHRA

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Address: **Village Mishranpurwa Post Sarah Farrukhabad, 209601**



## JOB OBJECTIVE

Seeking opportunities in the field of Marketing and Business Development with an organization of repute, preferably in Pharmaceutical /API.

## PROFILE SUMMARY

- **More than 1 year of experience in Sales and marketing**, Revenue Generation, and Business Development in the API Pharmaceutical sector.
- Deft in conceptualizing the distribution expansion plan by **analyzing the market potential**.
- Possesses **credibility** that leaves lasting impressions on corporate decision-makers.
- An effective communicator with **excellent relationship-building** and interpersonal skills.

## CORE COMPETENCIES

- Implementing competitive **strategies for generating sales** achievement of revenue and profitability targets.
- Spearheading operations related to **Business Development and Revenue Generation**.
- **Building & relations with clients**, generating business, and increasing sales.
- Interfacing with customers to suggest the most viable product range and **cultivating relations with them to secure repeat business**.

## ORGANIZATIONAL EXPERIENCE

### BULAT PHARMACEUTICAL PVT LTD INDIA.

(Sales & Marketing Department)

Since 19 Dec 2022

- Looking after various important tools in the **prevention and control of human diseases**.
- **Prepared the Marketing Strategy and Plan for new product** integration (Alogliptin Benzoate, Linagliptin, Tenofovir Alafenamide Fumarate, etc.) and launched them successfully.
- Working closely with the **dealer to produce any sales collateral required** for the target market.
- **Developing & and maintaining successful business** relationships with all prospects.
- **Responsible for generating leads, follow-ups, and framing quotations**.

## EDUCATION

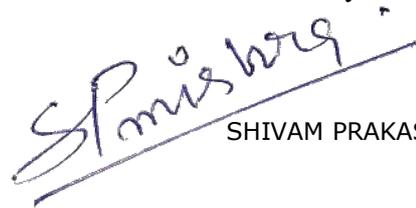
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|---|----------|
| ✓ <b>Bachelor of Pharmacy</b> Form (GLA University Mathura)   | May 2022 |
| ✓ <b>Diploma in Office Automation &amp; Publishing</b> (DOAP) | May 2018 |
| ✓ <b>Intermediate</b> (S.V. M. I. C. Ganjdoundwara Kasganj)   | May 2017 |
| ✓ <b>High School</b> (S.V. M. I. C. Ganjdoundwara Kasganj)    | May 2015 |

## PROFESSIONAL SKILLS

- Time-management
- Communication
- Empathy
- Teamwork
- Detail-orientated

## Declaration

I hereby declare that all the above-mentioned information is true and correct to the best of my knowledge.



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