

Naveen Singh

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Dynamic working as a Territory Sales Executive with more than 5 years of experience providing high level of customer service while increasing revenues. Successful at leveraging sales technologies, software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels. Personable communicator focused on exceeding client expectations. Focused on maximizing business success by capitalizing on sales and service opportunities.

Personal Details

Highest Level of Education: Bachelor's Degree

Total years of experience: 6

Work Experience

Territory Sales Executive

Haleon-India

July 2023 to December 2023

Division : PRS & OHC

Products: Iodex, Otrivin, Crocin, Sensodyne Range, Centrum Range

Roles & Responsibilities :

- # Meeting Sales Target

- # Target the audience as per the potential to meet the sales targets.

- # Look after demand and supply as well as growth of territory in terms of business handling.

- # Responsibilities of Primary & Secondary & all claims of distributor in the time frame.

- # Training of salesman regarding the products, schemes, retailer margin.

Achievement:

- # During the time of Transition from HUL to GSK or Haleon GTM, was able to maintain the business as well as provided growth to the territory in terms of business.

Expert Sales Executive

Glaxosmithkline Consumer Healthcare Ltd.-India

September 2019 to July 2023

Division : PRS

Products: Iodex, Otrivin, Crocin, T-minic, Centrum Range

Roles & Responsibilities :

- # Generate the prescription from the HCP's for the brands.

- # Gaining In-depth knowledge of the products.

- # Building relationship with healthcare professionals & chemists.

- # Gathering market Insights.

- # Adhering to the ethical guidelines and contributing to the overall success of the organization.

Excellent Communication & Interpersonal Skills.

Achievement:

During launch of NPI which was Otrivin Breathe clean which was act as Daily Nasal wash, able to do 100 units of POB's from the same month.

Business Executive

Eris Lifesciences Ltd.-India

July 2018 to August 2019

Division : ERIS - 2

Products: Mienta, Reunion, Rosiflex-Trio, Tayo-60K

Roles & Responsibilities :

Generate the prescription from the HCP's for the brands.

Gaining In-depth knowledge of the products.

Building relationship with healthcare professionals & chemists.

Gathering market Insights.

Monthly target meet.

Conduct Activities like OPD Camps, Patient Awareness Camps, CME's & RTM's.

Achievement:

During launch of Rosiflex Trio the brand used for the treatment of Osteoarthritis, able to drive business of 2.5 lakhs from the reputed hospital named as Max Hospital.

Education

Bachelor's in Pharmacy

DIT University - India

August 2014 to May 2018

Skills

- FMCG
- Distribution management
- Salesman handling
- Management of primary and secondary orders
- Scientific presentation
- In clinic efficiency
- Handling of CME's and RTM

Languages

- English - Fluent