**ANIMESH KUMAR JHA**



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**SYNOPSIS**

•Excellent inter-personal, liaison, public relation and problem solving and planning skills with the ability to work in multi-cultural environment.

•A Go-getter and target oriented professional, meeting and interacting with new clients give me job satisfaction.

**CAREER OBJECTIVE**

To work with an organization, which will lead my professional growth, utilizing my capabilities, interpersonal skills & my acumen. In torn it will be contributing factor in the growth of the organization.

**EDUCATION QUALIFICATION**

•10th passed from C.B.S.E. in 2000.

•12th passed from C.B.S.E. in 2002.

•B.Com. passed from Delhi University in 2005.

•MBA from Sikkim Manipal University ( Distance Education) in 2011.

•Computer programming from Oxford Institute.

**WORK EXPERIENCE**

•Total Experience: 12 Yrs 7 Mth .

•**Worked with Eurofins Clinical Genetics Ind. Pvt. Ltd. as Dy. Regional Manager from 26thJun, 2018 to 15thJun,2019.**

**Product/Services** -NIPT(Non Invasive Prenatal Test for Trisomy 21, 18 and 13), Fish, Karyotyping, Exome Sequencing.

**Area covered**- Delhi/NCR, Dehradun,Meerut, Moradabad, Haldwani, Lucknow, Patna.

**Speciality covered**- Obs, Fetal Medicine, Geneticist, Paeds, Neuro, Nephro

**•Worked with Medgenome Labs Pvt. Ltd. as Business Development Manager from 25thJul, 2016 to 22/6/2018.**

**Product/Services** -Fish, Karyotyping, Exome Sequencing.

**Area covered**- Delhi/NCR, Dehradun, Moradabad, Haldwani.

**Speciality covered**- Fetal Medicine, Geneticist, Paeds, Neuro, Nephro

•**Worked with Diwan Chand Medical Services Pvt. Ltd. as Key Accounts Manager from 25th Feb, 2014 to 30th Jan, 2016. (company closed)**

**Product/Services** –Radiology investigation(Ultrasound, MRI, CT Scan, BMD).

**Area covered**- Delhi/NCR.

**Speciality covered**- Physicians, Obs, Ortho, Neuro, Nephro.

•**Worked with SRL Ltd. as Area Business Manager from 5th Nov, 2012 to 5th Sep, 2013.**

**Product/Services** –Pathology investigation.

**Area covered**- Central and West Delhi.

**Speciality covered**- Obs, Paeds, Neuro, Nephro

**No. of reportees**- 4(1 for Gyne and 3 for general division)

•**Worked with Panacea Biotec Ltd. As Area Business Manager from 19th May, 2011 to 4th Nov, 2012.**

**Product** –Calcom(calcium), Livoluk(for constipation), Willgo range(pain killer), Monthiba and Vacosteo inj.(Osteoporosis)

**Area covered**- East and Central Delhi.

**Speciality covered**- Obs, Ortho, Physician

**No. of reportees**-5

•Worked with IPCA Laboratories Ltd as Area Business Manager from 1st Aug, 2010 to 18th May, 2011.

**Product** – Zerodol range ,Azibact(Azitromycine), Periset MD, Acera, Acera-D,.

**Area covered**- North East Delhi.

**Speciality covered**- Obs, Ortho, Physician, Paeds

**No. of reportees**-5

and as Business Executive from 1st Sep, 2008 to 31st Jul, 2010.

•Worked with FDC Ltd as Medical Representative from 1st Dec,2006 to 31st Aug, 2008.

**PROFESSIONAL ACHIEVEMENTS**

•Got promoted as Area Business Manager in IPCA Laboratories Ltd.

•Qualified for 3 Zerodol Bash in GOA and Mount Abu.

•In Diwan Chand Imaging & Research Centre higher management has given responsibility for Corporate Sales and Marketing of company.

Gained good knowledge of Radiology Investigation.

•Gained good knowledge of Genetic Investigation.

**JOB PROFILE:- Eurofins Clinical Genetics Ind. Pvt. Ltd.**

Responsible for promotion of Genetic investigation in to assigned geographical area(Part of Delhi NCR, Meerut, Dehradun, Moradabad, Haldwani).

Responsible for establishing and maintaining relationships with old and new customers.

Constantlyself-learning, and training to improvise sales techniques& knowledge.

Responsible for Overseeing of the effective implementation and effective application of best sales performance.

**PERSONAL DETAILS**

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| --- | --- | --- | --- |
|  | Father’s Name | :Sh. AmarNathJha | |
|  | Date of Birth | : 22nd July, 1985 | |
|  | Marital Status | : | Married |
|  | Language | : | Hindi & English |
|  | Hobbies | : | Watching Movies, listening Old music & playing cricket |

**ANIMESH KUMAR JHA**

(Dated Signature)