

Curriculum Vitae

Pranav P. Doshi

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ACADEMIC PROFILE

Degree	Institute/University/ School	Passing Year	Percentage Obtained
MBA (International Marketing & Management)	Institute of Chartered Financial Analyst of India	Jan-2016	Passed
ADM (Advanced Diploma in Management)	Institute of Chartered Financial Analyst of India	Aug-2014	Passed
DBM (Diploma in Business Management)	Institute of Chartered Financial Analyst of India	Aug-2012	Passed
T.Y B.com	Saurashtra University	Mar-2005	Passed
H.S.C	Gujarat Board	Mar-2002	First Class
S.S.C	Gujarat Board	Mar-2000	First Class

PROFESSIONAL WORK EXPERIENCE

✦ Work Portfolio as an International Marketing Executive in UAE

❖ March 2010 to TILL DATE

Company: Amip Trading Company, Dubai

Designation: Branch in charge cum Sales Executive

Job Profile: Branch in charge cum International Marketing & Sales Executive in Auto Mobile Spare Parts in African Countries.

Visa Status: Employment

Achievements:

Work as an International Marketing Executive:

- Selected for international marketing in African countries since 2013.
- Marketed countries Zambia, Malawi, Kenya, Tanzania, Uganda, DRC, Nigeria, Ethiopia, Angola, Ghana, Togo, Ivory Coast, Algeria, Tchad and Niger
- Meeting one to one customer and accumulating information of their requirements of spares.
- Providing accumulated data or generated inquiries to company for product & market development and to fulfilment of requirements of customers.
- Attempted each customer to make them prospective customer for company.
- Follow up with customers by E-mail, calls and social Medias.
- Sales from out of box: Providing all items from the list of inquiries whether it is from company's stock or procured from outside for customers so it will be one stop solution for them.

Work as a Branch In charge

- Resolving sales and service complaints and neutral results for their grievances after investigation.
- Maintain organizational structure sufficient to meet all goals and objectives.
- Recommend changes in the client management policy to senior management.
- Handling the unmanaged portfolio of Customers.
- Participated in the development of policies and procedures.
- Managed and supervised daily operation of Accounts payable, Accounts receivable, payroll and utilities.
- Provided staff training and performed staff annual evaluations.
- Responsible for financial and EPC software function maintenance.

Work as a Sales Executive and an Accountant

- Attended customers at satisfactory level of their inquiries on time.

- Having approach to satisfy the customers' demand through different sources.
- Exceptional skills in implementing strategic plans and initiatives that exceed goals and Objectives.
- Using EPC for Toyota, Nissan, Mitsubishi, Mazda.... software genuine spares.
- Performed analytical role of tracking and identifying outstanding, maintenance of branch petty cash and also maintained Purchase and Sales invoices in Tally ERP9 software
- Developed in depth market information of subject from its surrounded places and managing its portfolio.

✦ Work portfolio as a Medical Representative in India

❖ Mar 08 - Mar 10

Company Name: Albert David Ltd.

Designation: Medical Representative

Job Profile: Brand marketing to consulting Doctors

- Representation of company's products in their portfolio, convincing DOCs for Prescription by representation of products modules, Advantages and Disadvantages.
- Arranging CMEs or camps with DOCs.
- Reporting to ASM, RSM AND ZSM.
- Representing local area of territory distributed. Managing stocks at stockist level, maintaining stock availability at retail levels.
- Survey for company's product of competitive brands which are prescribed by our focused DOCs.

❖ Jan 07 - Mar 08

Company Name: Emcure Pharmaceutical Ltd.

Designation: Medical Representative

Job Profile: Brand marketing to consulting Doctor

- Representation of company's products in their portfolio, convincing DOCs for Prescription by representation of products modules, Advantages and Disadvantages.
- Arranging CMEs or camps with DOCs.
- Reporting to ASM, RSM AND ZSM.
- Representing local area of territory distributed. Managing stocks at stockist level, maintaining stock availability at retail levels.
- Survey for company's product of competitive brands which are prescribed by our focused DOCs.

❖ Apr 06 - Jan 07

Company Name: Fourrts India Lab. Pvt. Ltd.

Designation: Medical Representative

Job Profile: Brand marketing to consulting Doctor

- Representation of company's products in their portfolio, convincing DOCs for Prescription by representation of products modules, Advantages and Disadvantages.
- Arranging CMEs or camps with DOCs.
- Reporting to ASM, RSM AND ZSM.
- Representing local area of territory distributed. Managing stocks at stockist level, maintaining stock availability at retail levels.
- Survey for company's product of competitive brands which are prescribed by our focused DOCs.

❖ Jul 05 - Apr 06

Company Name: Comed Chemicals Ltd.

Designation: Medical Representative

Job Profile: Brand marketing to consulting Doctor

- Representation of company's products in their portfolio, convincing DOCs for Prescription by representation of products modules, Advantages and Disadvantages.
- Arranging CMEs or camps with DOCs.
- Reporting to ASM, RSM AND ZSM.
- Representing local area of territory distributed. Managing stocks at stockist level, maintaining stock availability at retail levels.
- Survey for company's product of competitive brands which are prescribed by our focused DOCs.

PERSONAL DETAILS:

Date of Birth: 25th June, 1985

Marital Status: Married

Driving Licences: Learning (UAE)

Languages known: English-Fluent
 French-Beginner
 Arabic-Beginner
 Hindi-Fluent
 Gujarati-Fluent

Hobbies: To read Novels

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 Naif road, Deira, Dubai, UAE

I hereby declare that above information given are true to the best of my knowledge.

Pranav Doshi