

SANDEEP SINGH

**Permanent Address:**

Vidisha, MP Pin Code: 486450
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PERSONAL PROFILE

Father's Name : Uday Pratap Singh
Date of Birth : 26 June 1996
Marital Status : Unmarried
Nationality : Indian

KEY STRENGTHS

- Hard working
- Adaptability
- Team player
- Leadership
- Ability to work under pressure
- Time management
- Negotiation & persuasive communication

AREAS OF INTEREST

- Medical Representative
- Business Development
- Marketing and Sales

LANGUAGES KNOWN

- English
- Hindi

LINKEDIN PROFILE

in Linked in

[linkedin.com/in/sandeep-singh-161287190](https://www.linkedin.com/in/sandeep-singh-161287190)

REFERENCE

Mr. Amit Kumar Mane
CEO - Global Pharma Academy, Pune
Email: Globalpharmaacademy@gmail.com

CAREER OBJECTIVE

As a pharmaceutical sales professional, well-versed in promoting medical products to healthcare providers and fostering long-term business relationships. Skilled in delivering persuasive product presentations and adapting to dynamic market needs. Known for collaborative teamwork and a results-driven approach to achieving sales goals.

ACADEMIC BACKGROUND

- 2022 - Bachelor of Pharmacy from RGPV University, Bhopal, MP, 8.25 CGPA
- 2017 - Diploma in Pharmacy from AKS University, Satna, MP, 70.9% marks
- 2013 - Senior Secondary School from Sardar Patel High School, JP Nagar, Rewa, MP Board, 50.4% marks
- 2011 - Secondary School from Sardar Patel High School, JP Nagar, Rewa, MP Board, 48% marks

PROJECT AND SEMINAR

- Successfully completed the project on the topic - Pharmacovigilance & Drug Safety, 2022
- Completed the seminar on the topic - National Conference on Frontier Research in Natural Product Opportunity & Challenge, 2017

TECHNICAL SKILLS

- Knowledge in dispensing medicine, patient counselling, patient caring, manage patient, keep record, store management
- Pharmaceutical sales & territory management
- Product detailing & presentation to doctors and chemists
- Doctor, chemist & stockist relationship management
- Sales target achievement & market share growth
- Market/competitor analysis and field reporting
- Good communication, relationship building
- English typewriting (around 25 words per minute)
- Basic knowledge of computer

EXPERIENCE

Sales Executive – Shree Krishna Cement Agency, Vidisha, Madhya Pradesh

Roles & Responsibilities:

- Visited dealers, distributors, retailers, contractors, and builders across Vidisha and nearby areas to promote cement products and achieve monthly sales targets.
- Generated new business opportunities, managed order bookings, coordinated product deliveries, maintained strong customer relationships, followed up on payments, and submitted daily sales reports to the Area Sales Manager.

Hospital Pharmacist - C.H.C. Hospital, Rampur Baghelan, Satna, MP

Experience of 1.8 years as a Pharmacist | August 2017 - April 2019

Medical Representative - Zee Laboratories, Rewa HQ, MP

Experience of sales and marketing | September 2022 - December 2024

Medical Representative - Healogenix Pharma, Rewa HQ, MP

Experience as a Medical Representative | January 2025 - March 2026

CERTIFICATION COURSE

- Completed a certificate course on the PMKVY Waste Water Treatment Plant Technician
- Completed a 3 months certificate course on Pharmacovigilance by Global Pharma Academy, Pune

ACQUIRED SKILLS & KNOWLEDGE IN THE PHARMACOVIGILANCE CERTIFICATION

- Complete introduction to Drug Safety and Pharmacovigilance
- Good knowledge of concepts like ICSR, Case Narrative Writing, Aggregate Reporting, MedDRA Coding
- International regulatory requirements of Pharmacovigilance practice

CO-CURRICULAR ACTIVITIES

- Attended webinar on "Drug Safety Pharmacovigilance Database Training" organized by Clini India organization in November 2021
- Hospital internship 500 hours as per registration issued by Pharmacy Council of India