



SUBHENDU CHAKRABORTI

Professional
REGIONAL BUSINESS
MANAGER

About Me

Sales & Marketing /Dealer Development& Management/Channel Management/People development /With a growth-oriented organization and aspire to work in Second-line Managerial position.

Educational Details

1993

Calcutta University

Bachelor of science

Experiences

28 years of Work Experience in the pharma industry, with Novartis India Limited for the last 26 years across different states/districts/ delivering sales performance consistently with a wide basket range of products (Anti rabies/Ortho/Gynae/Ophthalmology /Neuro/Anti-infective/Dermatology/Speciality product/Anti TB)

·Handled Mega Brands Voveran, Rabipore, Macalvit, Methergine, Syntocinon, Otrivin, Tegrital& Genteal and contributed to the growth of the Organization.

· Currently Working with Novartis India Limited with a Team Size of 10 Medical Representatives based at Patna covering the entire Jharkhand, part of Bihar – Patna, Muzaffarpur, Katihar & Purnea from February 2020 to date.

·Worked at Kolkata HQ as an RBM in Novartis India Limited from April 2013 to January 2020 covering the entire Kolkata, 24 PGS North & 24 PGS South

·Worked at Siliguri HQ, covering from Gangtok, Coochbehar, to Baharampore (Entire North Bengal & Gangtok) from April 2009 to,2013 March as an RBM in Novartis India Limited.

·Worked at Kolkata HQ in Novartis India Limited, covering Kolkata and 24pgs South as Medical Representative from Jan 2006 to March 2009

·Joined Hindustan Ciba Geigy in the year 1996 Jan (later Novartis India Limited) Worked at Patna HQ from 1996 Jan to 1998 Jan as a Medical Representative

·Worked at Malda HQ covering South /North Dinajpur as a Medical Representative from 1998 to 2006.

·Successfully Launched Synergy, Neuropsychiatry division of Sun Pharmaceuticals Industries Limited at Kolkata (Jan 1994 to 1995 Dec)

Strategic planning

Product Planning

KOL Management

Sales &Business Development

Distribution Management

Competitor analysis/Market

Research

Revenue Expansion/P&L

Management

Team building & People

Management

AWARDS AND ACHIEVEMENTS

- Number 1 RBM in the Country in Pharma Division in the year 2018 in terms of Sales Achievements.

- Consistently delivered New product Performance from 2009 to 2012 as RBM based at Siliguri HQ My Team always featured in the top 5 in terms of Sales Performance/Ranking. (Relmus/Pactel/Palitex/Cergo/Sirdalud)

- Number 1 RBM in the Country in Pharma Division in the year 2012 in terms of Sales Achievements

- Number 1 Medical Representative in the Year 2005 in East Zone (Bengal/Bihar/Odisha/Nepal/Bihar/Jharkhand)

- Won Super Star Award in 2005 with Malda HQ as a Medical Representative (Individual)

- Won Star Awards in 2007 with Kolkata HQ (Team Achievement)

- Won Star Awards in 2008 with Kolkata HQ (Team Achievement)

- Won Star Award in 2009 with Kolkata HQ (Team Achievement)

- Won Star Award in 2011 as an RBM from Siliguri HQ.

- Awarded the most prestigious - Hats Off Award!! from CPO Team for

consistently achieving the target for 36 consecutive months during my tenure at Malda as a Medical Rep (2000/2001/2002)

- Number 1 Team, at Kolkata HQ in the Year 1995 in Sun Pharma, Synergy Division in terms of PCPM/Performance, Team Achievement

- My support and contributions were recognized by CPO for Crossing Landmark sales of 1000 Crore in 2012

- My support and contributions were recognized by CPO for Crossing Landmark sales of 500 Crore in 2009

- Got Grade 4 promotion by 2012 by Consecutive 3(2009/2010/2011) years of Superior Rating.

- My support and contributions were appreciated by Sun Pharma for

IN HOUSE TRAININGS

ATTENDED (Face to Face)

DIGITAL LEARNING

OTHER PERSONAL DETAILS

English

achieving 3 crore Sales in the first year of the Launch of the Neuro-Psychiatry

Bengali

Division in 1995 (Team Achievement)

Hindi
