

Son: 9 years
Daughter: 12 years

Joining Date
: Oct 1,
2000

BIO-DATA

Full Name : JAGDISH D.KANAIYA

Date of Birth : 23rd September, 1959

Qualification : B.A

Experience : Worked as a Medical Representative for a period of 15 years with M/s. The Himalaya Drug Company, Bangalore. NATURE OF WORK: Promoted the products to the Medical Profession, generated prescriptions and substantial business, achieved my targets both Rupee and unit wise, successfully launched new products in the market, associated with many a clinical trials conducted in Major Hospitals and Institutions, Specialised in Institutional sales and was incharge for the State, trained New TMR's on and off the field.
At present working as a "EXECUTIVE MARKETING with FMCG company dealing in Herbal skin, Hair and Health care products at Hyderabad.

AWARDS : Recieved appreciation letters, Trophies for products knowledge, product detailing was always among the top five in the country.

CAREER OBJECTIVES : Having mass professional experience to my credit I would like to associate myself with a professionally developed Institution where my aims can be realised to the maximum, So that my creativity, intelligence and talents play a vital role in contributing to the betterment of standards as I believe "MEASUREMENT IMPROVES PERFORMANCE"

LANGUAGES KNOWN : English, Hindi, Telugu, Tamil, Kannada, Malayalam, Tulu, and Gujarathi.

HOBBIES : Cooking and Travelling

CONTACT ADDRESS : 6-2-68/2, First floor
Shivarampally → old city. } Rentel.
Hyderabad - 500 052.
Phone: 4017712. PP
4010135- PP

* Salary at JSB Organ 5,000/- + Allowance of 85 ru day.
inck 1.5%

* Himalay Drug Company - 4,200/- inck 30,000/-
July in 96/- Pan.

Target 1.8 cr. for 16 people + 37 km. Allow local 120/-
Outside 325/-

① 3 months probation - reviews on 1st Jan 2001.

② Remuneration: 4,000 pm. - Conveyance - 1,000/-

- ③ (i) Marketing, training, team work.
- (ii) Collection
- (iii) A/L.
- (iv) Documentation.

④ 9:30 to 6 pm: dining

⑤ Incentives:

- 1/4% - booking.
- 1/4% - Singing Amt.
- 1/4% - Transport
- 1/4% - IS from a month ✓

3.4/1

⑥



THE HIMALAYA DRUG CO.
HEALTH CARE FROM NATURE'S BEST SINCE 1930

MAKALI, BANGALORE 562 123 (INDIA)

TELEPHONE
(91-80) 839 4885
839 6684
839 7823
TELEGRAM
'SIVPION'
TELEX
0845 5087
ABAN IN
TELEFAX
(91 80) 839 6057

May 27, 1997

TO WHOM IT MAY CONCERN

THIS IS TO CERTIFY THAT MR. J.D. KANAIYA
SERVED THIS ORGANISATION AS A MEDICAL
REPRESENTATIVE FROM 02/03/1991 TO 12/01/1996.

DURING THE ABOVE PERIOD HE WAS GOOD AND HIS
WORK WAS SATISFACTORY.

S. Prabhakar
Sr.V.P. (Marketing)