

Details of Appointment : (for office use only) Do not write on this page.

Name	PS. Shankar Shankaram.
Salary	7,000/-
Conveyance	<input checked="" type="checkbox"/> Included in salary <input type="checkbox"/> Extra Rs. _____ per month
Mobile Allowance	<input type="checkbox"/> Nil <input checked="" type="checkbox"/> Rs. 350/- per month.
PF & ESI	<input type="checkbox"/> No PF & ESI <input checked="" type="checkbox"/> Only after 3 months <input type="checkbox"/> Pay ESI & PF
Probation Period	<input checked="" type="checkbox"/> 3 months <input type="checkbox"/> Nil
Salary revision	<input type="checkbox"/> After 3 months <input checked="" type="checkbox"/> Next April
Employee company	GREWOOD. ESTATES.
Designation	Sr. Sales Exec.
Site	GWE
Date of joining	1/8/07
Report to	Ho. on 1/8/07.
Documents required	<input checked="" type="checkbox"/> photographs <input checked="" type="checkbox"/> Copy of school certificated <input checked="" type="checkbox"/> Copy of degree certificates <input checked="" type="checkbox"/> Copy of drivers license <input checked="" type="checkbox"/> Copy of passport <input checked="" type="checkbox"/> Fathers employment details / Copy of ID card. <input checked="" type="checkbox"/> Reference letter from UNI METAL. <input checked="" type="checkbox"/> Reference letter from Call Manager at MARS. - Mr. G. S. M. Murthy <input checked="" type="checkbox"/> Reference letter from Call. Citidel - Number to be provided. <input type="checkbox"/> Other <input type="checkbox"/> Other
Remarks	<p>Promote to Asst Manager in April '08.</p> <p>Pay on A/c Rs. 3,000/- p.m as advance <u>incentive.</u></p> <p style="text-align: center;">by 1/8/07</p>

Sign: [Signature]
 Date: 19/7/07

Bio-Data

Note: Attach copy of Resume Bio-data

OK
Thunni

Application for post of	Administrative Officer's
Date of application	17-07-07
Application through	<input checked="" type="checkbox"/> Advertisement <input type="checkbox"/> Referred by:

Personal Details

Name	P.S. Shanbharam		
Age	44 Yrs	Date of Birth.	22-05-1963
Fathers Name	Late. P.S. Prasad		
Address for Correspondence	No. 16-11-750, Moosarambagh, Hyderabad - 500 036		
Phone no. for correspondence	Cell: 99485 71424 E. 040 245 49324		
Permanent Address	No. 2. Anand Narayana Estates, Dada Belle Village, Kengeri, Bangalore, Karnataka		

Realis House

Remarks: (For office use only - Do not write in this box)

→ Communication Skills - OK

→ Experience in relevant Area

Education

Degree	B.Sc	Govt Degree College
Name of college	University of Mysore Karnataka	
Location	Holenarsipur, Hassan Dist, Karnataka	
Year	1981-84	Medium of Instruction English

Degree		
Name of college		
Location		
Year		Medium of Instruction

Name of Inter/ Jr. College	Govt Junior College	
Location	Holenarsipur, Hassan Dist, Karnataka	
Year	1975-82, 1980-81	Medium of Instruction English

Name of school	Govt Junior College	
Location	Holenarsipur	
Year	1975-78	Medium of Instruction English

He is good with vast experience willing to work.
looking for Salary of Rs 8000/- + Conveyance

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Other courses or training

Remarks: (For office use only - Do not write in this box)

Computer Skills

MS Office: Excellent / Good / Avg. / Learnt but never worked on it / Nil ✓
 MS Word: Excellent / Good / Avg. / Learnt but never worked on it / Nil ✓
 MS Excel: Excellent / Good / Avg. / Learnt but never worked on it / Nil ✓
 Auto CAD: Excellent / Good / Avg. / Learnt but never worked on it / Nil ✓
 Other:

Two Wheeler

Make: TVS Centra Year: 6/2004

Family Details	Name	Age	Occupation	Company
Father	P. S. Prasad		Expired	
Mother	P. Saraswati		House wife	
Wife / Husband	P. Srilakshmi		"	
Brother / Sister	P. Sanyasai		Project Head	Maruthi. G. Co. Ltd
Brother / Sister	P. Sarasathi		Accountant	"
Brother / Sister	P. Sowdhamini		House wife	
Son / Daughter	P. S. Anish		Student	In India
Son / Daughter	P. N. Anish		"	USA
Son / Daughter				

Salary Details

Last Drawn Salary: ₹ 11,000
 Above salary included: ESI: Yes No PF: Yes No
 Conveyance: Yes No Mobile Allowance: Yes No
 Expected Salary: ₹ 11,000/-

Remarks: (For office use only - Do not write in this box)
 → Salary seems to be higher side

Experience & Employment Details

Years of experience in relevant field	One Year	Trainee Supervisor
Name of Company	M/s Process Pumps P Ltd.	
Duration of employment	1 year	From date: 7 To date: 8
Location	Bangalore	
Designation	Trainee Supervisor	
Last drawn salary	Rs 500/-	
Brief Description of work	Assembling of chemical pumps	
Reason for leaving	Better prospects.	

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Name of Company	Unimetal Alloys Ltd.		
Duration of employment	4 1/2 yrs	From date: 1985	To date: 1990
Location	Balanagar, Hyderabad.		
Designation	Production In Charge		
Last drawn salary	Rs 1200/-		
Brief Description of work	Manufacture of mild steel Ingots on Induction Furnace		
Reason for leaving	Better prospects		

Remarks: (For office use only - Do not write in this box)

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Name of Company	Citadel Fine Pharmaceuticals (P) - Chennai
Duration of employment	14 yrs From date: 1980 To date: Mar 08
Location	Hyderabad & Anantapur
Designation	Business Executive
Last drawn salary	9,800/-
Brief Description of work	Marketing of Pharmaceutical products to Doctors & Chemists
Reason for leaving	Transferred to sister company.

Remarks: (For office use only - Do not write in this box)

Name of Company	Citadel AutoKinesio Biotech. Ltd - Chennai
Duration of employment	2 yrs From date: 2004 To date: 2006
Location	Hyderabad & Anantapur
Designation	Business Manager
Last drawn salary	Rs 12,000/-
Brief Description of work	Marketing of Pharmaceutical products to Doctors & Chemists.
Reason for leaving	Company closed.

Remarks: (For office use only - Do not write in this box)

*Ask for additional sheets if required.

Experience & Employment Details

Years of experience in relevant field	
Name of Company	Stedman Pharmaceuticals Pvt Ltd
Duration of employment	5 months from date: Mar 06 To date: July 06
Location	Hyderabad
Designation	Territory Manager.
Last drawn salary	Rs 12,000/-
Brief Description of work	Supervision of field staff of marketing of pharmaceutical products to doctors & chemists
Reason for leaving	Frequent transfers

Remarks: (For office use only - Do not write in this box)

Name of Company	Max Therapeutics & Chemicals Ltd
Duration of employment	11 months from date: Aug 05 To date: June 07
Location	Warangal
Designation	Area Sales Manager
Last drawn salary	Rs 11,000/-
Brief Description of work	Co-ordination of a team of 5 colleagues to achieve sales & targets of pharmaceutical products to doctors & chemists
Reason for leaving	Children's Education

Remarks: (For office use only - Do not write in this box)

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RESUME



P S Shantharam

Back Ground

17 years of marketing experience in pharmaceutical company

Experience (August 2006 - Till date): Working for Mars Therapeutics and Chemicals Ltd, Hyderabad as Area Sales Manager covering Telangana areas based at Warangal.

Experience (March 2006 - July 2006): Worked for Stedman Pharmaceuticals Private Limited (for specialty division) as Area Sales Manager covering Telangana & Rayalaseema areas based at Hyderabad.

Experience (April 2005 - February 2006): Worked for Citadel Aurobindo Biotech Limited as Business Manager at Hyderabad.

Experience (April 1996 - March 2005): Worked for Citadel Aurobindo Biotech Limited as Business Manager at Ananthpur.

Experience (February 1990 - March 1996): Worked for Citadel Fine Pharmaceuticals as Business Executive at Hyderabad.

Job Profile:

Joined as a Trainee Medical Representative at Hyderabad. Worked central city, old city, Dilshuknagar, Saidabad, Santoshnagar, Kharathabad, Bowenpally, Malkajgiri, Ameerpet, Sanatnagar and Kukatpally belts including peripherals such as Zaheerabad, Shankarpally, Patancheru, Lingampally, Shamshabad, Ibrahimpatnam, Sanghi Nagar and Pochampally. Also I had the opportunity of identifying micro interiors promoting Citadel's wide range of products to doctors and chemists which has been still yielding substantially in rupee as well as volumes.

RESUME

Subsequently got elevated in the year February 1996 as Business Executive and got transferred to Ananthpur district in Andhra Pradesh an area which had no representation for almost 2 years.

Earlier Experiences:

1985 - 1990: Worked as a Melter and subsequently got elevated as Production In-charge in M/s Uni Metal Alloys Ltd., Balanagar Hyderabad a Mild Steel Manufacturing Mini Steel Plant.

1984-1985: Worked as a Trainee Supervisor in M/s Process Pumps Pvt. Ltd., a Chemical Pumps Manufacturing Unit in Bangalore.

Achievements:

Being in Hyderabad I was assigned the task to train new colleagues, a challenging one which had paid dividends as a quite a few of them got elevated as regional managers and area managers.

Had been a STAR performer for 4 years in the Citadel Pharmaceuticals Limited

I was associated in creating an excellent base in sales from Rs.5 lakhs in the year 1990 to Rs.12 lakhs by the end of March 1996 with just 6 colleagues at Hyderabad city.

Increased the sales performance of Ananthapur district from Rs.7 lakhs in the year 1996 to Rs.32 lakhs by the end of March 2005. Achieving the highest performance and as a topper from the state of Andhra Pradesh on brands viz., Fepanil, Bidel and Tefrox.

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The below table illustrates the above facts.

Brands	2002-2003		2003-2004		2004-2005	
	Primary	Redistribution	Primary	Redistribution	Primary	Redistribution
Fepanil -125 Liq	10000	10000	17738	16872	22948	25309
Fepanil -250 Liq	5000	5000	14092	14018	13588	16102
Fepanil 500 tab	696	809	1948	1786	2225	2544
Bidel 500 tab	405	418	595	534	644	768
Bidel 250 distab	505	574	630	653	570	661
Bidel 125 distab	410	443	535	574	390	496
Tefrox 150 tab	80	109	225	207	365	379

The above sales was achieved by identifying the right doctor and by heavy sampling followed by regular visits.

During my tenure as ASM at Warangal Head Quarters, I had the privilege to recruit and train Field Sales Officers.

With good field training, I could achieve sales of Rs.48 lakhs in the year 2006-07 compared to Rs.26 lakhs in the year 2005-06. All the head quarters in the Warangal region registered a decent growth rate.

Salary Drawn: Rs.1.44lakhs p.a. + perks

Education:

Bachelors Degree in Science (MPC) from the University of Mysore, Karnataka

RESUME

Personal details:

Name : P S Shantharam
Father's Name : Late Sri P S Prasad
Age & DOB : 44 years, 22-05-1963
Marital Status : Married
Languages Known : English, Telugu, Hindi and Kannada
Permanent Address : Plot No.2, "Ananda Narayana Estate"
Doddabale Village, Kengeri Hobali
Bangalore - 560164
Phone: 080 32907464 Cell: 09342540724
Present Address : No.16-11-750, Moosarambagh,
Hyderabad - 500036
Phone: 040 24549324 Cell: 9948571424

shantharamps53@rediffmail.com

Reference:

1. Mr. G S N Murthy
Hyderabad
Ph: 99496 22903 ✓
2. Mr. Sanjay Kumar Behera
A S M Khandelwal,
Vishakapatnam