

# VIJAY GABRIAL.K.J

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## Objective

To pursue a career which enables me to grow as a professional and as a person giving my best to the Organization I work for and to be a successful part in the growth of the organization.

## Qualification

- ▣ Bachelor's Degree in Science : **Bsc. Chemistry, 64%**  
(St.Albert's College, Ernakulam, Mahatma Gandhi University; 2001-2004)
- ▣ **Pre - Degree in Science** : Physics, Mathematics & Chemistry, **56%**  
(St. Albert's College, Ernakulam, Mahatma Gandhi University, 1999-2001)
- ▣ **S.S.L.C** : Kerala Education Board Syllabus, **73%**  
(C.C.P.L.M Anglo Indian High School, Perumanoor, Kochi-682015)

## Professional Experience

- ▣ **Regional Nutrition Manager : Jun'2018 - Nov'2019 (Signutra INC, Win-Medicare Pvt Ltd)**  
Currently based at Cochin, Responsible for entire TN and KL Adult Nutrition division, reporting directly to NSM. My team is of 4 Area managers, 23 Nutrition Officers & 2 Dietitians. Started off by taking necessary corrections and streamlining of both Pediatric and Adult Nutrition business in Kerala. Since Jan'2019, responsible for entire TN & KL ANT business. From almost negligible business base, in a span of 15 months we are now delivering ~50K PCPM from the region.
- ▣ **Zonal Expert Sales Manager : Feb'2015 - Jun'2018 (GSK Consumer Healthcare Ltd)**  
Worked as a first line manager Since Feb-2015 for GSK Consumer Healthcare, based at Coimbatore HQ responsible for Coimbatore, Erode, Salem, Thrissur, Palakkad & Perithalmanna. Further, I was handling entire Kerala and Coimbatore market, responsible for three divisions NDH, PRS and Oral care. Total 16 direct subordinates - 7 in nutrition, 5 in PRS and 4 in Oral care. Also handling a team of 6 Dietitians who are off-role employees. Recruited and build an outsourced team of 24 reps and 3 manager with dotted line reporting to me for a special project called VISTAAR – (2016 to 2017)
- ▣ **Sales Development Manager : Oct'2010 - Feb'2015 (AstraZeneca Pharma India Ltd)**  
Worked as Sales development Manager based at Kochi HQ, handling a value business of 55 lakhs/month. It was an intermediate managerial role wherein I was a part of recruitments, initial field induction & product training. Also supporting ABM in Area business planning and Sales closing in CFA. Inducted > 12 TBMs during this tenure. Always been a performer in both Sales & Non-Sales Parameters.
- ▣ **Territory Business Manager : Jan'2009 - Sep'2010 (Astrazeneca Pharma India Ltd)**  
Worked as Territory Business Manager for the Critical Care division of AstraZeneca Pharma India.ltd (Jan'2009 to Sep'2010) based at Thiruvalla covering Pathanamthitta & Alleppey. Since May'2010, based at Kochi, responsible for High-end antibiotics like MERONEM ( meropenem), Vancocin-CP, (vancomycin), Neksium IV (esomeprezole IV), Exparin (enoxaparin), Actamase (cefepime+Tazobactam) & Local Anesthesia Products (xylocaine & Sensorcaine). Conducted CMEs, RTMs & Scientific update meetings.

## Achievements

- **Regional Business Executive – Jul’2008 to Jan’2009 (Gennova Biopharmaceuticals, Emcure)**  
Worked as Key Accounts Manager based at Calicut in the Biopharmaceutical critical-care cardiac division of EMCURE.Ltd. Responsible for the business of cardiac thrombolytic (Tenecteplase TNK-TpA) and adjunct therapeutic injectable molecules ( Thirofiban, Enoxiparin, Nicorandil & Dobutamine). Covering Palakad, Malapuram, Calicut, Kannur, Kasargod & Mangalore.
- **Area Business Manager – Feb’2007 to July’2008 (Unisearch CD, Unichem Ltd)**  
Taking care of entire South Kerala business operations of Unisearch-CD division UNICHEM.Ltd, Based at Trivandrum, Covering Tirunelveli, Nagercoil, Quilon, Kottayam & Alleppey, with 7 subordinates reporting to me Since Feb’2007 to July 2008. I had done the recruitments, Field induction and training of the executives. Conducted customer engagement programs like CMEs, Scientific meetings, round table meetings and get together. Was also part of Social disease awareness and detection camps conducted.
- **Clinical Business Associate – Jun’2004 to Feb’2007 (Unisearch CD, Unichem Ltd)**  
I started my career in June’2004, by launching the Unisearch-CD division at Calicut, covering Calicut, Wayanad. I also had the experience of working as a CBA in the pool territory of Kochi from Sep’2005 – Feb’2007.
- **Regional Nutrition Manager : Jun’2018 - Nov’2019 (Signutra INC, Win-Medicare Pvt Ltd)**  
Identified the grey areas and taken immediate correction to stabilize the overall business. Recruitments were done with right talents which resulted in a consistent month on month progressive business. Area Manager – Cochin on 115% YTD and featuring in TOP3 National list. Nutrition Officer – Kottayam on 156% YTD topping the national performers list with 7 other NOs above 110% YTD Ach. Launched 3 New SKUs in the market. Could engage the team with high level participation in Training & strategy implementations. Have done scientific engagement program involving KOLs & KBLs across the region. Worked Hand-in- Hand & given timely feedback to associated stakeholders on Strategies, field executions and also suggested significant changes in overall work patterns, reporting system, business plans and could make those ideas incorporated in the system.
- **Zonal Expert Sales Manager : Feb’2015 - Jun’2018 (GSK Consumer Healthcare Ltd)**  
Have done the initial recruitment and have built an enthusiastic team in my area. Have launched the two divisions NW and Oral care. Prepared the HCP & chemist list for each area. Analysis and monitoring of customer coverage and frequency. Focused on the Rxn share and market share of our products in the markets. Initiated Dietitian camps and CMEs.
- **Sales Development Manager : Oct’2010 - Feb’2015 (AstraZeneca Pharma India Ltd)**  
From Q2’2010 I was the No.1 performer for Meronem Brand in the Region. Awarded highest % ach and Highest Value Sales Awards in all Strategy brief meetings since H1’2010. Given Field induction and product training for newly joined executives. Weekly sales analysis and Action plan formulated for the entire team. Featured in Top-5 all India Meronem & Vancocin CP performance chart.
- **Territory Business Manager : Jan’2009 - Sep’2010 (Astrazeneca Pharma India Ltd)**  
Thiruvalla was a new territory when I took up in Jan’2009, I could make it from a base of 45K to 3.75 lakhs productivity with in a span of 10 months and with additional respnsibility of Kottayam, cumulatively done 5 Lakhs business. Successfully launched Xparin; brand of enoxaparin & Actamase; brand of Cefepime+Tazobactam.

▣ **Area Business Manager – Feb’2007 to July’2008 (Unisearch CD, Unichem Ltd)**

Built a team of 7 CBAs and was handling an excellent young enthusiastic team since Feb’2007. Awarded for the highest all India productivity of our focused products METRIDE & TELSAR, in annual Manager’s conference, Jaipur. Awarded 3rd position in First Line Manager’s Orientation Program conducted in Lonavala, Mumbai; May’2007.

▣ **Clinical Business Associate – Jun’2004 to Feb’2007 (Unisearch CD, Unichem Ltd)**

Consistent achievement throughout my career, earned every quarter volume incentives and product wise incentives. Productivity increment from 1.20L to 3.00L in Calicut and from 3.50L to 5.00L in Kochi HQ. Featured in Top-5 all India Performers in Products like G-TASE, METRIDE, CLODREL & TELSAR group. Awarded 4<sup>th</sup> position in CBA Orientation Program conducted in Lonavala, Mumbai.

**Personal  
Data**

Date of Birth : **04 October 1983**  
Age : 36 yrs  
Sex : Male  
Religion : Christian, Latin Catholic.  
Nationality : Indian  
Marital Status : Married, 3 Children.

**Technical  
Qualifications**

Diploma in Computer Applications.  
I.T.I in Electronics.

Yours faithfully,

Vijay Gabriel.K.J

