



Employment History:

Regional MANAGER Stadmed Private Limited September 2018 - November 2021

- Have worked in Pharma industry for 25 years.
- Designed a new strategy to achieve revenue goals and for increment of sales
- Actively launched the company in new locations with excellent growth and sales.
- Simultaneously expanding the team and providing them with good training and skills.
- Meeting and coordinating with our partners for the betterment of both .
- Identified and consequently lessened key risks
- Initiated and planned sales projects for brand awareness
- Set, implemented, and controlled project budgets

Work experience

Developed 10 new headquarters with approx. 2.0 lacs PCPM

Sales of 6.5+ cr year on year with an exceptional growth.

Had a 38 member team across U.P. with 2 distributors from Lucknow and Kanpur

Have an enormous experience in the range of Paediatric, Gynecology, Medicine, Chest, Urology, General Surgery and General Practitioner.

Academic Background:

Lucknow University BSNVDC COLLEGE

Bachelor of Science

Batch of 1993

Major in Botany and Chemistry

Core Skills:

- Negotiation
- Problem-solving
- Budgeting
- Proficiency in statistical and design policy
- Strong leadership skills
- Skilled in time and risk management
- Team working
- Improving customer relations
- Policy initialization and implementation
- Training young talent

Praveen Kumar Pandey Regional Manager

Personal Profile:

I am a goal-oriented compassionate person with an eye for detail, a passion for designing and improving creative processes, and expertise in customer relations and business development. I am an initiator, team builder and growth driven leader. Experience of working in Pharma Industry of 25 years

Professional Skills:

- Leadership and Communication
- Team Management
- Risk Management
- Cost Control
- Creative and Critical Thinking
- Coaching and Quality Management

Contact Details:

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