

## S.V.Ramaswamy's Resume



### Contact No

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### Temporary Address

Plot No:193, Jeevanandham Street,  
Palaniappa Nagar, Valasaravakkam,  
Chennai- 600 087.

### Permanent Address

A-4, Ravi Home Apartments,  
Gem Nagar, Kanchipuram - 631501

### Personal Information

Age 42  
Sex Male  
Nationality Indian

### Father Name

A.Shanmugavelayutham

**Mother Name** S.V.Saroja

Marital Status - Married

### Wife Name

A.V.Gayathri MBA(Fin)–Home Maker

### Daughter Name

R.Yashaswini Sree – 13Yrs  
Studying IX STD

### Son Name

R.Rutik Sabari Velayutham –  
4 Yrs old Studying LKG  
Languages Known - English & Tamil

## Objective

- To stay committed with high energy, delivering my fullest potential for the organization in achieving its vision and to grow along.

## Academic Profile

- B.Sc ( Bio-Chemistry )  
Sankara Arts & Science College,  
Enathur, Kanchipuram
- XII State Board (HSC)  
Pachaiappa's Higher Secondary School,  
Kanchipuram
- X State Board (SSLC)  
Sundar Mission Matriculation School,  
Kanchipuram

## Hobbies

- Listening Music
- Cricket
- Reading Books

## General Assets

- Hard Worker
- Understands Products, Business and Concepts Fast
- Logical and Lateral Thinker
- Convincing Communication
- Loyal and Dependable
- Interested in Travelling

## WORK-EXPERIENCE

Currently Working As Regional Manager with M/s. Samyuktha Scans, Chennai-87.

**Roles and Responsibilities -** Sales and Admin.

CTC: 6 Lakhs + Add ons

Team Size - 12

## Details

### ➤ Hitech Diagnostic Centre

**Period** – October 2013 to August 2014

**Designations Held:** Marketing Manager

**Roles and Responsibilities –**

- Generating Revenues thru Corporate Orders
- Sign Up with TPAs and generating revenue thru Pre-Policy Health Checkups and Master Health Checkups for their Clients

**Based at & Area Covered** – Chennai

**Team Size** - Nil

**Remuneration** – CTC – 6 Lakhs / Annum

### ➤ Primex Scans and Labs

**Period** – October 2010 to September 2013

**Designations Held:** Group Manager, Senior Area Manager, Head-Sales & Operations(docCENTRAL)

**Roles and Responsibilities –**

- Generating Prescription from doctors
- Identifying and Sign Up Partners (Franchisees)
- Generating Revenues thru Corporate Orders
- Identifying and Sign Up Doctors for docCENTRAL, Creating Strategies for bringing in patients

**Based at & Area Covered** – Chennai

**Team Size** - 25

**Remuneration** – CTC - 6 Lakhs / Annum

### ➤ MMC Healthcare Ltd.,

**Period** – October 2007 to September 2010

**Designations Held:** Product Executive, Senior Product Executive, Business Development Manager

**Roles and Responsibilities –**

- Generating Prescription from doctors
- Responsible for Andhra Pradesh and Maharashtra sales
- Responsible for Sales of 11 Products – Positioning, Visual Aid Creations, Marketing Strategies
- Provide Class Room Training for Representatives and Managers

**Based at & Area Covered** –

As Senior Product Executive (Marketing) - Based at Chennai & covered Tamil Nadu, Kerala, Karnataka, Andhra Pradesh, Orissa, Chattisgarh, Jhargand, Maharashtra, Goa & Pondicherry

As Business Development Manager (Sales & Marketing) – Based at Chennai & covered Andhra Pradesh(excluding Hyderabad) / Maharashtra(excluding Mumbai)

**Team Size** – 48 (3RSMs + 9ASMs + 36MRs)

**Remuneration** – CTC – 2.36 Lakhs / Annum

## WORK-EXPERIENCE

### Details

➤ **Entrepreneur**

**Period** – October 2004 to September 2007

**Business** – Clinical Lab & Medical Transcription Unit

➤ **Throlabs**

**April 2002 – September 2004** – Marketing Manager – ThyroLabs – Chennai

➤ **Novel Drugs**

**September 2000 – February 2002** – Area Sales Manager – Novel Drugs – Coimbatore

➤ **Glenmark Pharmaceuticals Ltd.,**

**March 1996 – August 2000** – Medical Representative – Glenmark Pharmaceuticals Ltd., - Hq- Vellore

➤ **Kniss Laboratories Pvt. Ltd.,**

**April 1995 – February 1996** - Medical Representative – Kniss Laboratories Pvt., Ltd – Hq- Kanchipuram

## Personal Traits

As I believe Sales will be excelled thru understanding the products and how it benefits the end user, I understand my Client's need and what my products delivers them.

I always keep myself Proactive, Industrious, Good natured, Humble and Purpose Specific, which I believe keeps my Customer, Clients & Colleagues at ease and ensure smooth Sales and Administration.

## DECLARATION:

I do hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

**Place : CHENNAI**

**Date : 29-01-2017**

**(S.V.RAMASWAMY)**