

Taro Kanda

1--7-11 Kaji-cho Chiyoda-ku, Tokyo. 〒101-0044

TEL&FAX: 03-5298-7676

E-mail: iyaku@medisearch.co.jp

Objective

A position as a sales manager or MR with a Pharmaceuticals Company where my track record in marketing and proven managerial skills would be of value

Summary

- 18years' diverse experience in marketing and sales in Pharmaceuticals Company.
- Extensive experience in creating and implementing effective marketing plans and strategies.
- Experience in organizing study groups with professors to create new markets for the products.
- Experience in introducing a new medical drug with successful results.
- Good command of English (speak, read and write).
- Strong leadership and managerial skills complemented by sound business judgment and conceptual skills.
- Proficient in PC skills: Windows, Word, Excel, PowerPoint, and Internet Explore.

Experience

○○○○ K.K.

Sales Manager & MR

4/19××-present

- Reported to Branch manager.
- Supervised sales staff (MR) of 11.
- Received a sales award in a sales competition for priority medicines by implementing useful sales promotion plans.
- Introduced a new drug, “○○○”, and built up its market share to 10% from 2% in ○○ Prefecture within 6 months.
- Contributed to introducing new medicines into new fields by formulating study groups with □□ University.
- Increased sales by 25% in △△ Prefecture during two years from 1919×× to 1919×× by implementing elaborate sales strategies with market research.

MR (Medical Representative)

4/19××-3/19××

- Enhanced a network of distributors and managed them with great success.

×××× K.K.

MR (Medical Representative)

4/19××-3/19××

- Enhanced a network of distributors and managed them with great success.

Education

-
-

Personal

- Date of birth:
- Family: