



RAJKUMAR R. SAHANI

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Sex: Male | **Date of Birth:** 13.11.1991 | **Nationality:** India

Eligible to work in Germany under the Chancenkarte program (Validity: 13.02.2026 – 12.02.2027)

PROFILE SUMMARY

Goal-driven Sales Professional with 11+ years of experience in pharmaceutical sales and territory management. Proven track record of consistently exceeding sales targets through strategic planning, persuasive communication, and robust team leadership. Adept at cultivating long-term relationships with key stakeholders, including healthcare professionals, pharmacy heads, and hospital networks. Recognized for an analytical mindset and keen market insight, enabling data-driven decision-making and effective promotional campaigns. Exceptionally skilled in coaching and mentoring high-performing sales teams to achieve peak productivity. Proficient in leveraging customer feedback and competitor analysis to optimize product positioning and market penetration. Excels under pressure with unwavering compliance and ethics, earning multiple STAR CLUB awards and global accolades.

WORK EXPERIENCE

June 2025 – Till Date

Area Sales Manager at Zuventus Healthcare, India

- Directing regional sales operations by developing and executing strategic plans to meet revenue and performance goals.
- Leading recruitment, onboarding, and continuous development of sales teams to drive productivity and growth.
- Supervising daily operational activities across the region to ensure consistency, quality, and efficiency.
- Analyzing market trends and customer behaviors to uncover opportunities and adapt sales strategies accordingly.
- Monitoring sales performance through ongoing reporting and data analysis to identify gaps and implement improvements.

April 2024 – June 2025

Territory Business Manager at Kaisha Lifesciences, India

- Analyzed sales performance trends by reviewing growth and decline reports to identify improvement areas and optimize market strategies.
- Devised and implemented effective sales strategies and product development programs tailored to evolving market demands.
- Conducted regular field visits to major hospitals, including Lilavati, Holy Family, P.D. Hinduja, Max Nanavati, and others, to strengthen client engagement and brand visibility.
- Collaborated with pharmacy sales heads to promote product portfolios, negotiate placements, and drive revenue growth.
- Engaged with intensivists and key decision-makers to educate them on product benefits and enhance prescription rates.
- Assessed market needs and competitor activity to fine-tune promotional tactics and ensure a competitive edge in the healthcare sector.

April 2021 – Feb 2023

Area Sales Manager (First Line Manager) at Sun Pharma Laboratories Ltd., Mumbai, India

- Fostered strategic relationships with non-prescribing doctors to expand brand outreach and drive prescription growth.
- Delivered compelling product demonstrations and presentations to healthcare professionals, pharmacists, and retail drugstores to boost brand visibility and influence prescribing behavior.
- Supervised and motivated the sales team to consistently achieve or surpass performance targets through coaching and performance feedback.
- Evaluated sales reports and team metrics to identify trends, measure performance, and implement corrective actions for continuous improvement.
- Conducted thorough market research and competitor analysis to inform sales strategies and support evidence-based product positioning.

Feb 2014 – March 2021	Territory Sales Executive at Sun Pharma Laboratories Ltd., Mumbai, India
	- Partnered with marketing teams to design and execute targeted promotional campaigns aligned with the preferences of healthcare providers and patient needs. - Ensured strict adherence to industry standards, ethical guidelines, and internal compliance protocols during promotional and field activities. - Facilitated customer support post-sale by resolving product-related queries, clarifying side effects, and providing clinical insights to strengthen customer trust. - Collected actionable feedback from healthcare stakeholders to refine sales messaging and influence future product development. - Championed a customer-centric approach by aligning product knowledge with professional needs, thereby fostering loyalty and long-term engagement.
March 2013 – Feb 2014	Alkem Laboratories, Mumbai, India
	Business Executive
	- Promoted pharmaceutical products through impactful presentations and demonstrations to doctors, pharmacists, and retail chemists, enhancing brand visibility and adoption. - Analyzed sales performance by preparing detailed weekly MIS reports, enabling data-driven decision-making and strategy optimization. - Fostered collaborative relationships with healthcare professionals, pharmacy owners, and key stakeholders to enhance product recognition and achieve targeted sales goals. - Executed territory-level marketing strategies to increase product penetration and maximize reach within the assigned region. - Monitored competitor activities and gathered market intelligence to adapt promotional tactics and maintain a competitive edge.
PROJECTS EXPERIENCE	
	Recognized for Outstanding Sales Performance: Earned the prestigious STAR CLUB award twice at Sun Pharma Laboratories, a distinction reserved for top-performing professionals, including a reward trip to Russia in 2018. Qualified for International Recognition: Selected for a second STAR CLUB international trip in 2020, acknowledging exceptional contributions to business growth, though travel was canceled due to the COVID-19 pandemic. Consistently Surpassed Sales Targets: Demonstrated a track record of exceeding individual and team sales goals through effective territory management and client engagement strategies. Built Strategic Market Presence: Strengthened market positioning by fostering robust relationships with key stakeholders across the Mumbai region, including leading hospitals and pharmacy heads.
EDUCATION	
2012	Bachelor of Commerce from Mumbai University, India
SKILL SET	
	Relationship Building Team Management Sales Target Setting Sales Performance Monitoring Product Promotion & Presentation Market Analysis Business Development Customer Relationship Management Coaching & Mentoring Communication Skills Time Management Business Planning Management MIS Reporting Sales Support Sales Strategy Formulation Data Analysis MIS Reporting Product Development Employee Management Report Preparation