




NEELAM YASOVARDHAN

CONTACT

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SKILLS

- Operations
- Team Development
- Staff Management
- Sales expertise
- Customer Relationship Management
- Resource Allocation
- Training and coaching
- Client Relationship Building
- Customer Relations
- Sales management
- Problem-Solving

LANGUAGES

- **Spanish**
Advanced
Cervantes, embassy of Spain

SEEKING OPPORTUNITIES IN SPANISH

As completed Spanish Language in Advance level, currently looking for opportunities as Translator, Customer Service, Project coordinator, Project management, Sales in Spanish.

LANGUAGE PROFICIENCY:

- Master in English Literature
- B2 level completed in Spanish from Cervantes, Embassy of Spain

PROFESSIONAL SUMMARY

Seasoned Area Manager at Meracus Pharmaceuticals, adept in sales management and team development. Excelled in enhancing customer relations, achieving sales growth, and leading successful teams. Proven track record in training and problem-solving, with a significant promotion in 2023. Demonstrates exceptional operations and client relationship building skills.

Hard-working professional with experience in consultative sales, customer loyalty, and contract negotiation & management. Frequently praised as proactive by peers, I can be relied upon to help your team achieve its goals.

EXPERIENCE

May 2023 - July 2024

Area Manager

Meracus pharmaceuticals, Delhi, Delhi

- Promoted as an Area Manager in Apr2023
- As an area manager, handling the team of three people covering south Delhi area.
- Creating targets for team and helping them to achieve them.
- Resource management and team handling.
- Creating reports for the team.

- Managing senior management expectations.
- Stakeholder management.
- Handling escalation for the team.

April 2021 – Apr 2023

Territory sales officer

Meracus pharmaceuticals, Delhi, Delhi

- Worked with Meracus Pharma Limited from Apr 2021 to July 2024 in Neuro Segment as a senior territory sales officer.
- Always achieving the sales targets with growth.
- Intensive briefing of the product to the doctors
- Managed conferences with the regional manager.
- Managed all the data related to doctors.
- Maintaining a good rapport with doctors and clients
- Achieved all the targets

January 2015 – Feb 2020

Trainer

S.H. Computer Education Point, Delhi, Delhi

- Worked as Computer and English Teacher
- Coordinated with new students and orientation
- Worked as a coordinator for Supplies and also for new joiners
- Created Schedule for Classes

EDUCATION

September 2021

Master of Arts (M.A.) in English Literature

Dr. B.R. AMBEDKAR UNIVERSITY, Agra

May 2007

Bachelor of Science (B.S.) in Biology

Jai Narain Vyas University, Jodhpur

June 2004

High School Diploma

Government Senior Secondary School, Balotra

June 2002

GED

Mother Teresa Public School, Balotra