

Anurag Sitoke

H.No.-10, New Colony Gora Gaon, Bhopal

Phone: 9755517452 | Email: sitokeanurag49@gmail.com

Professional Summary

Pharmaceutical and chemical sales professional with over 4 years of experience promoting healthcare and cleaning products. Proven success in driving territory growth, developing strong client relationships, and consistently exceeding sales targets. Skilled in communication, presentation, and client education, with a proactive and customer-focused approach.

Professional Experience

Sales Executive

Surbhi Enterprises – Bhopal

Feb 2025 – Present

- Promote and sell housekeeping chemical products to commercial clients, including hospitals, hotels, and institutions.
- Develop and maintain relationships with purchasing managers and facility supervisors.
- Conduct on-site product demonstrations and training.
- Ensure regular follow-ups, order placements, and timely deliveries.
- Collaborate with the operations team to address client feedback and improve service quality.

Medical Representative (General Division)

Routes Pharmaceuticals – Bhopal

Feb 2023 – Jan 2025

- Promoted general pharmaceutical products to healthcare professionals and distributors.
- Delivered impactful presentations and addressed technical queries from medical practitioners.
- Ensured stock availability and managed timely order placements.
- Collaborated with the sales team to improve regional performance.

Medical Representative (General Division)

Greenfinch Pharmaceuticals – Bhopal

Feb 2022 – Jan 2023

- Marketed general pharmaceutical products to doctors and clinics.
- Conducted detailed product briefings to enhance client understanding.
- Provided competitor analysis to refine territory strategy.
- Achieved consistent sales targets through strategic outreach.

Medical Representative (Ophthalmic Division)

Anexas Pharmaceuticals – Bhopal

Feb 2020 – Jan 2022

- Promoted ophthalmic pharmaceutical products to eye care specialists, hospitals, and clinics.
- Highlighted product benefits through scientific detailing.
- Achieved and exceeded sales targets consistently.
- Maintained accurate records of calls, follow-ups, and sales.

Education

B.Com (Computer Applications)

Barkatullah University, Bhopal – 2018

12th Standard – M.P. Board, Bhopal – 2014

10th Standard – M.P. Board, Bhopal – 2012

Key Skills

- Sales & Territory Management
- Product Promotion & Client Education
- Relationship Building & Customer Retention
- MS Office Suite (Excel, Word, PowerPoint)
- Hindi & English Typing
- Time Management & Reporting

Languages

- Hindi (Fluent)
- English (Proficient)

Personal Details

- **Date of Birth:** 16 August 1994
 - **Marital Status:** Married
 - **Nationality:** Indian
 - **Hobbies:** Biking, Gardening
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