

Sameer Kazi

Senior Medical Representative

Kolhapur, Maharashtra · [Phone] · [Email] · [Website or LinkedIn]

PROFESSIONAL SUMMARY

Medical representative with nine years in specialty and acute therapy, promoting antibiotics, orthopaedic and gastro products in western Maharashtra. Covers 180 doctors across Kolhapur and Sangli, maintains strong stockist and chemist ties, and has achieved annual targets in most years. Trains new representatives on detailing and territory planning, and is preparing for a first-line manager role.

SKILLS

Specialist detailing · Territory planning · Key opinion leader coverage · Stockist and chemist management · New product launches · Prescription audit tracking · CME support · Field reporting and CRM · Coaching new representatives

EXPERIENCE

Senior Medical Representative — Leading Indian pharmaceutical company, specialty division, Kolhapur

5 years · current

- Cover 180 doctors including orthopaedic surgeons, gastroenterologists and physicians across Kolhapur and Sangli.
- Grew prescriptions for a bone health brand by targeting orthopaedic clinics and pharmacies attached to hospitals.
- Launched two new gastro products in the territory, briefing key doctors and ensuring stock at chemists before launch.
- Coach three new representatives on call planning, detailing and stockist relations.

Medical Representative — Mid-size pharma company, acute division, Satara

4 years

- Promoted antibiotics and pain products to general practitioners and paediatricians.
- Built strong ties with five stockists, improving secondary sales visibility and reducing short supply.
- Supported continuing medical education meetings for doctors in line with company rules.

EDUCATION

B.Sc. in Microbiology — College affiliated to a state university, Kolhapur

CERTIFICATIONS AND REGISTRATIONS

- Company sales excellence programme, specialty division
- Uniform Code for Pharmaceutical Marketing Practices compliance training

PROJECTS

- Hospital pharmacy mapping — listed stock levels at major hospital pharmacies to plan supply before launches
- Peer training — conducted product quiz sessions for new representatives

LANGUAGES

Marathi · Hindi · English · Urdu