**M.THAMARAIKKANNAN**

#### Male, 38 yrs.

**Driving License/CPR: 810256592**



**Contact**:

**Flat 12, Building 1165**

**Road 724, Block 607 Sitra,**

**Kingdom of Bahrain Mob: 39374381**

**Email:** [**thamaraikkannanm@gmail.com**](mailto:thamaraikkannanm@gmail.com)

**Objective:**

Seeking to obtain a responsible position in Health care sector where my skills, knowledge and experience will be contributed towards the improvement of the company. My innovative ideas and active personality should assist me a lot in adding to the company's growth.

# Professional Summary:

## Over 7 years of experience in Logistics, Material Management, Sales & Purchase

from **pharmaceutical distribution, medical suppliers trading companies** in Bahrain.

### Possess excellent verbal and written communication skills.

* In-depth knowledge of the procedures of productivity and inventory control.
* Prioritize tasks based on their importance and dedicate 100% attention towards completion of the task on hand.
* Possess good management and monitoring skills.
* Familiar with basic operating systems like Microsoft Office suite and the internet.
* Goal oriented and ability to work under pressure
* Possess good leadership and management skills
* Ability to handle multiple tasks.

#### Professional Experience:

* Working as **Product Specialist** in Universal Medical Equipment from Feb 2020 to till date,
* Worked as store **Manager** in **Behzad Medical Est** from Jan 2013 to Jan 2020,
* Worked as **Sales Representative** in **Jassim pharmacy Bahrain** from Jun 2012 to Dec 2012,
* Worked as **Pharmacy Store supervisor** in **Global Hospitals and Health City Chennai** from Oct 2010 to Apr 2012,
* Worked as **Assistant pharmacist** in **Tadawi Health Care Saudi Arabia** from Oct 2009 to March 2010,
* Worked as **Sr pharmacist** in **Apollo Hospitals Chennai** from Jan 2004 to Sep 2009,

#### Professional Skills and Knowledge: Material & Logistics Management:

* To prepare documents for shipment clearance
* Liaise with forwarder to ensure on time delivery of goods
* To manage receiving, processing, distribution and storage of goods.
* Establish and track meaningful departmental reports / measurements.
* Supervise and provides work instruction to workforce in the warehouse and ensure 100% completion of supply chain.
* Provide direction and guidance in all matters regarding the movement of material.
* Manage all departmental functions such that goals and objectives are consistently achieved.
* Ensure accuracy of data in system including location, quantity on hand, value, etc.
* Create procedures and reporting for the effective management of inventory.
* Maintaining excellent relationship with customers and suppliers alike and ensure smooth flow of shipment from source to destination.

#### Purchase:

* Estimating and establishing cost parameters and budgets for purchases
* Maintain accurate records of purchases and pricing
* Create and maintain good relationships with vendors/suppliers
* Making professional decisions in a fast-paced environment
* Maintain records of purchases, pricing, and other important data
* Review and analyze all vendors/suppliers, supply, and price options
* Develops plans for purchasing equipment, services and supplies
* Negotiate and liaise with suppliers and creating the best deal for pricing and supply contracts
* Ensure that the products and supplies are of high quality and confirm quality certifications of the products that meet requirements of Health regulatory authority.
* Create and maintain inventory of all incoming and current supplies
* Maintain and update list of suppliers and their qualifications, delivery times, and potential future development
* Attaining approvals from concerned Ministries (NHRA, Ministry of Environment, Ministry of Public Health etc.) prior importation of goods.
* Uploading documents through OFOQ system to prepare essential documents for NHRA approval.

#### Sales:

* Establish new accounts by organizing and planning daily work schedule to build on existing or potential sales outlets.
* Confidently maintain 80% monthly sales target with improved productivity and less cost.
* Study the type of sales outlet and adjust content of sales presentations
* Study potential volume of dealers and focus on sales efforts
* Make and submit orders by referring to product literature and price lists
* Gather current marketplace information on newly introduced products, delivery schedules, pricing, and merchandising techniques in order to monitor competition
* Investigate problems; prepare reports; develop solutions, and make recommendations to management in order to resolve customer complaints
* Attend educational workshops; review publications, and be involved in professional societies
* Provide historical records by keeping records on customer inquiries and sales
* Contribute to team efforts in accomplishing organizational goals

#### Education Qualifications:

* **MSc (psychology**) from Madras University Chennai Tamil Nadu,
* **Diploma in pharmacy** from E.G.S.Pillai College of pharmacy Nagappatinam Tamil Nadu,

#### Personal Details:

Name : Thamaraikkannan

Father’s Name : Murugaiyan

Mother`s name : Selvimurugaiyan

Marital Status : Married

Nationality : Indian

Passport No. : T4986806 (Valid up to 15/06/2029)

Driving License : 850256011

Languages Known : English, Malayalam & Tamil.

#### Permanent Address:

No-1, Thiruvalluvar Street, Annanagar,Taramani, Chennai -600113 Tamilnadu, India,

#### Reference: Ms.Ameena Khalaf

**Finance Manager**

Behzad Medical Est WLL, Kingdom of Bahrain Tel:17730901,Ext:106

#### Declaration:

I hereby declare that the information furnished above is true to my knowledge and I will be responsible for any discrepancy.

(Thamaraikkannan)