

Priya Shah

Medical Representative

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Summary

Medical representative planning professional visits and maintaining territory follow-ups. Uses company-approved product materials and coordinates questions with the appropriate medical or distribution teams.

Experience

Medical Representative, Example Cedar Healthcare Products

Jan 2024 - Present

Ahmedabad, India

- Planned territory visits with the area manager and updated the shared visit record with follow-up actions.
- Used approved product materials during professional visits and referred questions outside the materials to the designated team.
- Coordinated stock-availability queries with the distribution team and kept the field team informed of unresolved requests.
- Maintained a four-week visit plan for 65 professional contacts, separating scheduled visits, completed discussions and requested follow-ups.
- Organised logistics for two company product-update meetings, recording attendance and passing unanswered technical questions to the medical-information team.

Field Sales Trainee, Example Cedar Healthcare Products

Jul 2023 - Dec 2023

Ahmedabad, India

- Completed product and reporting training and accompanied senior representatives on approved visits.
- Updated territory records and prepared follow-up lists for area-manager review.

Education

B.Pharm, Pharmacy

2019 - 2023

Example Lakeside University

Skills

Field work: Territory planning, Visit reporting, Follow-up coordination, Product training

Tools: CRM visit records, Excel reporting

Projects

Territory planning exercise

- Grouped scheduled visits by location and recorded the reason for each follow-up in a weekly plan.
- Compared the planned route with completed visits and revised travel allowances after the area manager reviewed missed appointments.