Roshan Karki

MEDICAL REPRESENTATIVE

roshan.karki@example.com · +977 98XXXXXXXX · Butwal, Rupandehi · linkedin.com/in/roshankarki

PROFILE

Medical representative with three years for a Nepali pharmaceutical company in Rupandehi and Nawalparasi. Covers around 85 doctors and 120 pharmacies, and achieved 108% of annual target last year. Launched two new molecules in the territory. Holds a diploma in pharmacy, which helps in detailing conversations with specialists.

EXPERIENCE

Medical Representative — Shrawan 2080 – Present
Nepali pharmaceutical company · Butwal, Rupandehi

- Cover around 85 doctors and 120 pharmacies across Rupandehi and Nawalparasi West
- Achieved 108% of annual sales target in FY 2081/82
- Launched two new molecules in the territory, reaching 40 prescribing doctors within six months
- Organise around four continuing medical education sessions a year for local doctors

Pharmacy Assistant — Baishakh 2078 – Ashad 2080
Retail pharmacy · Butwal

- Dispensed prescriptions and managed stock for a busy retail counter
- Learned the local prescribing pattern that later guided territory planning

SKILLS

- Product detailing to doctors
- Territory and call planning
- Pharmacy and stockist relations
- Sales reporting
- Pharmacology basics

EDUCATION

Diploma in Pharmacy (CTEVT) — 2075 – 2078
CTEVT-affiliated institute · Butwal

LANGUAGES

Nepali	Native
Hindi	Professional
English	Working

CERTIFICATIONS

Nepal Pharmacy Council registration (assistant pharmacist) — 2078
NPC

Two-wheeler licence — Category A — 2076
Department of Transport Management

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