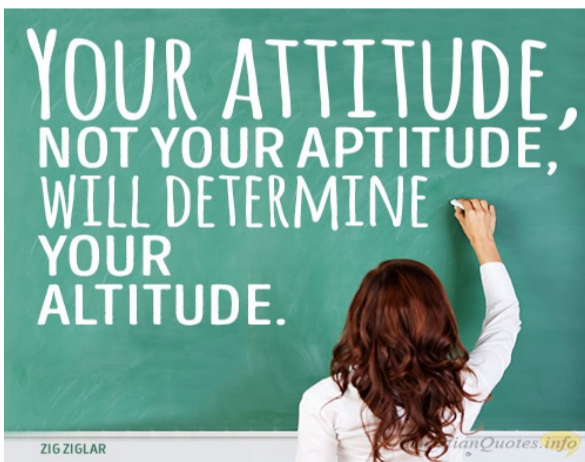


April—2019

## The Most Comprehensive News Bulletin



**HAPPY TO SHARE WHAT WE HAVE REACHED THE LAND-MARK OF 1.5 CRORE IN APRIL 2019**

nothing is particularly hard if you divide it into small jobs

We divide our targets product wise, Doctor wise, territory wise, month wise, quarter-wise and so yearly

Keep yourself positive cheerful and goal oriented. Sales success is 80% attitude and only 20% aptitude.

Be positive and develop the customer. Sales are not sales anymore, it is building up trust.

Create a customer database scrutinize, take the cream to promote the right product to the right doctor and see that we win the race.

Each new Doctor inclusion is like a seed, choose them very wisely as each grows productively.

Knowing is not enough we must apply. Wishing is not enough we must do

Develop your product knowledge and our knowledge should be utilized for the development of sales and our wishes to come true.

# STARUS

## APRIL ACTIVITIES





110%

APRIL 2019

109%



MR SAMUDRALA SATISH  
WARANGAL

STARUS



Mr. G RAMAKRISHNA  
AMALAPURAM

142%

APRIL 2019

108%



PUNITH KUMAR B  
DAVANGERE

SPANUS



DADA HAYATH KHALANDER  
BELLARY

SPANUS

# APRIL ACTIVITIES



# Prime Products Sales

**STARUS**

PRODUCT	TERRITORY	VALUE
COGNILONG INJ	KHAMMAM	215544
THERASPINE	ONGOLE	73177
6 ART	NELLORE	205200
PETAGRAIN	AMALAPURAM	23141

**SPANUS**

PRODUCT	TERRITORY	VALUE
MYOTREND	HYDERABAD	200467
THERASPAS TX	HYDERABAD	21438
FOLTREND HEXA	BIJAPUR	30394
FENREEK L	HYDERABAD	59252

## Missed Calls

Field Force Name	HQ	Missed
M BHEEM RAJU	BANGALORE	0
M PRAVEEN KUMAR	VIJAYWADA	3
BOLLU RAJU	HYDERABAD	3

## Call Average & Coverage

**STARUS**

Field Force Name	HQ	Call Avg	Dr. Visits
S PRAVEEN KUMAR	TIRUPATHI	12	169
KUNDARAPU PRASHANTH	HYDERABAD	10.82	184
BOLLU RAJU	HYDERABAD	10.5	210
S VIJAY KUMAR	HYDERABAD	10.35	207

## Missed Calls

Field Force Name	HQ	Missed
ABID LATHORI	BIJAPUR	0

## Call Average & Coverage

**SPANUS**

Field Force Name	HQ	Call Avg	Dr. Visits
ABID LATHORI	BIJAPUR	9.7	194
PAPARAO KAGITALA	VIJAYWADA	9.62	202
SRIPURAM SUDHEER	BANGALORE	9.28	167
Y CHANDRASEKHAR REDDY	TIRUPATHI	9.05	181

# HAPPY BIRTHDAY

R V SIVA REDDY 1st
SAMUDRALA SATISH 19th
B SURESH 15th
C SURESH 8th
ASIF ANGOLKAR 27th
WASIM AKRAM 11th
T RAVISEKHAR 5th







## THE SEVEN DEADLY SINS OF SALES

**Sales isn't easy. Don't make it harder.**

You want to do a great job, we know that. In sales, here are seven traps reps often fall into without realizing it. Avoid these seven deadly sins, and you are well on the way to success.

### 1. NOT HONORING YOUR WORD

Obvious, right? You would think so, but all too often sales reps are all talk.

### 2. NOT LISTENING

The best way to lose trust is to not listen. Don't overcommit. Honesty is the best policy.

### 3. INSINCERITY

Do you like getting spam. We sure don't. Make sure your emails and calls are genuine.

### 4. USING TRITE PHRASES

Stereotypical sales phrases will leave you pitching to a dial tone. Don't use them.

### 5. GOING AROUND YOUR CONTACT

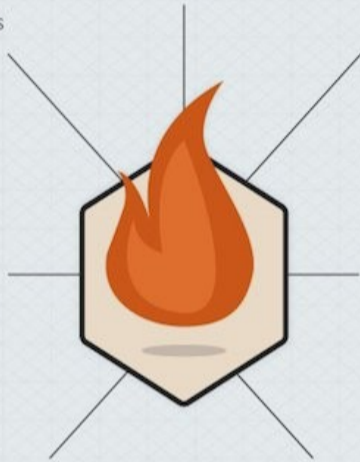
My contact is slow responding, so I should find someone who will talk, right? Wrong. Circumvention leads to animosity.

### 6. TRYING TO SELL TO EVERYONE

Don't pitch to bad prospects. Recognize a failed lead and move on. Make your time and effort count.

### 7. BEING OVERLY PUSHY

Don't talk about you. Talk about them. How can you solve their problems? That's what sells.



Moving forward and avoiding these seven pitfalls will help you stay on the road to sales success.



TRUST  
PARTNERSHIP  
SHARE  
HARMONIZE  
NETWORK  
COLLABORATE  
SUPPORT  
WORK



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