

NEWS BULLETIN

December / January 2020

The Most Comprehensive News Bulletin



GROUP OF COMPANIES



Dear All,

Season's greetings and best wishes for all your professional and personal objectives.

As known to you all, SALES ARE THE LIFE BLOOD of every business. I am bit disappointed on the current sales trends at most of the territories. Last 3 months sales at many HQ's looking stagnated. Opportunity is huge for every division and every product. We have launched several new products in the last 6 months across all divisions and many products not even properly launched as on now which is shocking. So, we have developed a monitoring system now to see to it that every one will sell every product without fail.

As we have entered into 2020 year, and just 3 months to go to close year sales, you need to really play the game on 20/20 match format. Means you need to immediately gear up and reach expectations before it is late. Let us pledge to ourselves on improving performance to 100% with immediate effect and contribute for the mutual growth.

We will discuss on all issues and plans personally during our forthcoming cycle meeting.

Wishing you all the best for JAN 2020 sales.

Regards

DR. P. UDAY KIRAN CMD



Dear all,

Once again wishing you all a very happy new year.

Just in this month we have organized 2 basic training programs for teams and noted on spine chilling revelations by teams appeared for BTP, especially on new product launches and product related communication as well as inputs handling. I have been suggesting you all on the need for right customer selection for all important products, still not been implemented which has resulted in current scenario.

As we have entered into 2020, complete this exercise of customers selection for all products before you come for cycle meetings. Every one will be questioned on this and no one will be allowed without preparation on this. A format will be mailed to you on customer selection by respective product managers. From company side, we are gearing up to next level of performance with a clear vision and action plan. We want every employee to be a part of new business plans in new year and excel in performance.

Now, we have entered in to agreements with India's leading Pharma manufacturers who manufactures for Sun, Torrent, Intas, Cipla and Zydus etc., for manufacturing our products, which is going to be the big talking point when it comes to the issues of Quality.

Hope all of you will realize and be a part in the growth plans of organization.

Regards

Dr. Ramesh Kumar,
Director- Marketing



Good Morning Team,

our Starus the present scenario is Aggressive New Products launching.

You all need to understand the importance of new unique products launch & you need to built each product in your head qtr with specific Drs list. Any New Product 1st Month of Launching itself we should have minimum 10 Prescribers & with in 3 Months the New Product should establish otherwise that product will not pick up.

If it is first time india Brand means with in 3 months all Listed Drs should be minimum Prescribers.

I am sure that you all understand the need of the hour & you will make big impact of new Products Launch.

regards

Y. SRINIVASA BABU
DIRECTOR SALES
LAYERLY DIVISION

**One More Feather Added In STARUS Group
Wellshark Uro-Nephro Division Of STARUS Group
On 17 Oct 2019 Now STARUS with 4 Speciality Divisions**



STARUS TOP PERFORMERS OF DEC 2019



129%

Mr. Samudrala Satish
SSO, Warangal



127%

Mr. G. Ramakrishna
SSO, Kakinada



124%

MR. HARISH UGHADE
FSM, NASIK

STARUS TOP PERFORMERS OF DEC 2019

1	WARANGAL	750000	970629	129
2	KAKINADA	300000	380406	127
3	NASIK	200000	247780	124
4	ONGOLE	445000	488438	110
5	MAHABUBNAGAR	432000	471826	109
6	VIJAYAWADA	405000	436975	108
7	KARIMNAGAR	385000	411166	107
8	GUNTUR	405000	411960	102
9	ELURU	375000	380845	102
10	RAJAHMUNDRY	225000	227072	101
11	BIJAPUR	200000	201411	101
12	NIZAMABAD	675000	678465	101
13	KURNOOL	275000	276374	100

SPANUS TOP PERFORMERS OF DEC 2019



Mr. Guddam Nagaraju
Nalgonda



Mr. Punith Kumar B
Davangere



Mr. Younis Saleem
Sopore



Mr. Ryakala Ramu
Karimnagar

LAYERLY TOP PERFORMERS OF DEC 2019



Mr. Debasis Mishra
Bhuvaneshwar

	HQ	TARGET	SALES	ACH
1	NALGONDA	225000	254657	113
2	DAVANGERE	200000	223432	112
3	SOPORE	200000	212000	106
4	KARIMNAGAR	200000	210471	105
5	KURNOOL	150000	155055	103
6	BELLARY	250000	252311	101
7	BIJAPUR	250000	252133	101

STAR OF THE MONTH SPANUS

October 2019



Mr. Dada Hayath Khalander
Hqs Bellary

November 2019



Mr. Guddam Nagaraju
Hqs Nalgonda

December 2019



Mr. Mohammed Ismail
Hqs Hyderabad

STAR OF THE MONTH LAYERLY

October 2019



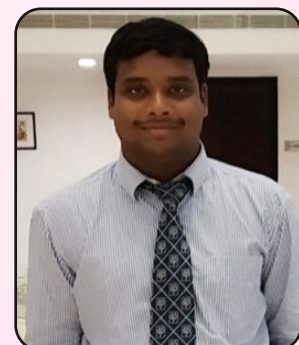
Mr. J.Shiva Prasad
Hyderabad

November 2019



Mr. Avinash Patil
Pune

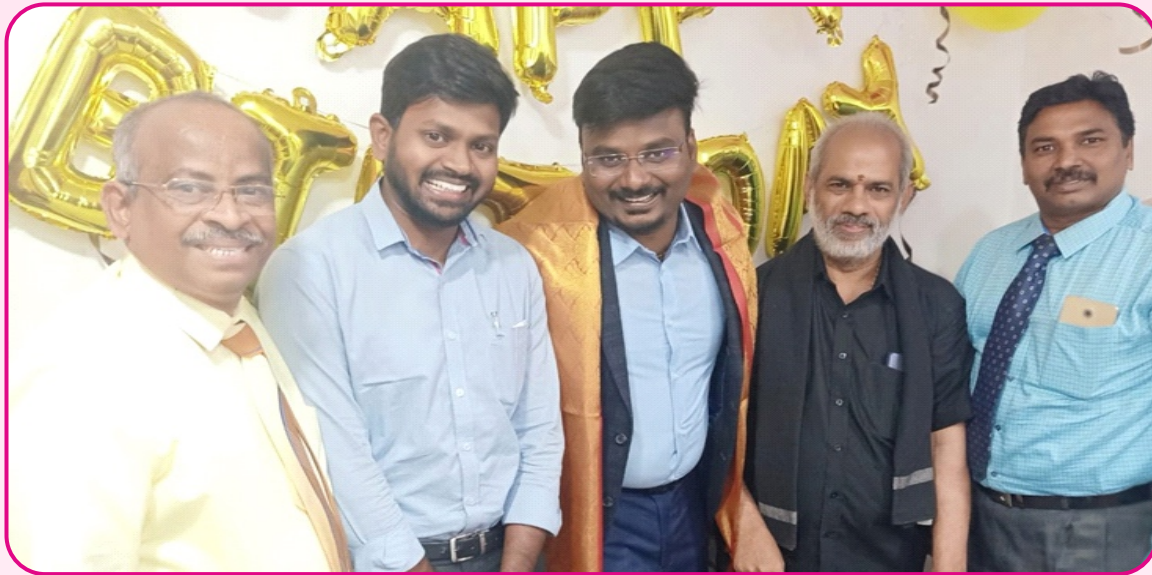
December 2019



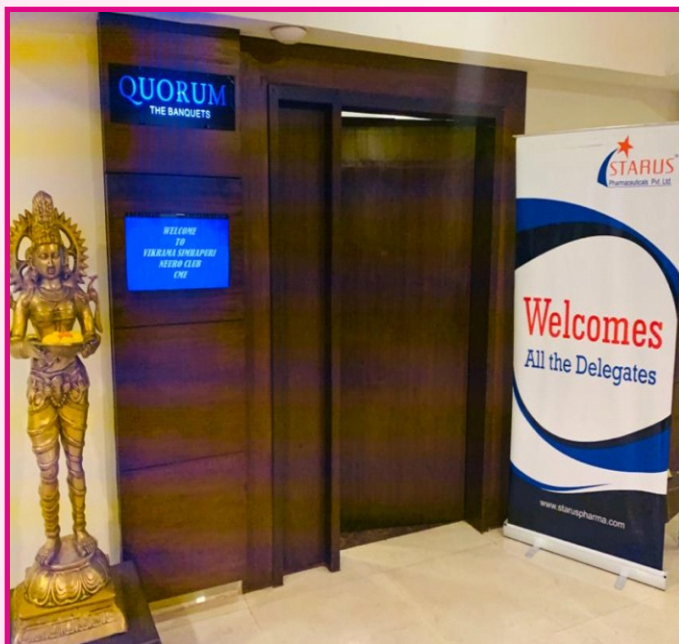
Mr. vivek Challa
Karimnagar

DR.UDAY KIRAN SIR BIRTH DAY

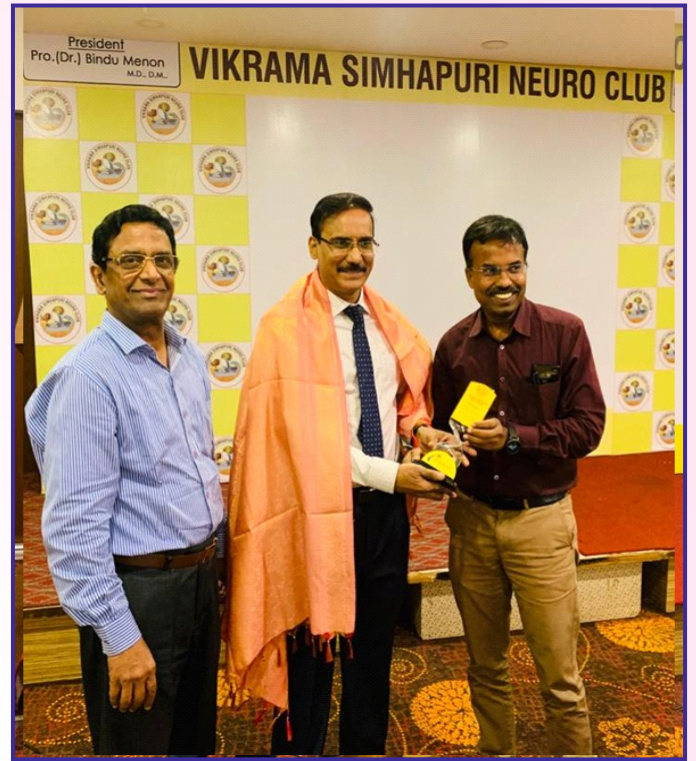
26th NOV 2019



STARUS Participation In Nellore VIKRAMA SIMHAPURI NEURO CLUB MEETINGS



STARUS Participation In Nellore VIKRAMA SIMHAPURI NEURO CLUB MEETINGS



SPANUS Karnataka State Conference Photo Frame Activity



SPANUS Karnataka State Conference GYNECOLOGY E-Book Activity



SPANUS Karnataka State Conference GYNECOLOGY E-Book Activity



SPANUS TCOG Nizambad Conference



LAYERLY PARTICIPATION AT VIJAYAWADA STATE CONFERENCE

AP CUTICON 2nd & 3rd NOV 2019



LAYERLY PARTICIPATION AT KARNATAKA STATE CONFERENCE

Karnataka Cuticon 2019 8th & 9th Nov 2019



LAYERLY PARTICIPATION AT TELANGANA STATE CONFERENCE

TS CUTICON 13th, 14th & 15th DECEMBER 2019 HYDERABAD



WELLSHARK Participation SOGUS-2019 9th & 10th November 2019, Hyderabad



Utilization of Inputs



BE ASSERTIVE

Our
target is
to always
be
centred!

Assertiveness

- confident with self (esteem)
- comfortable with own opinion
- respect for self and others
 - humble
 - win/win
- positive contribution with thoughts, words & actions
 - responsible
 - accountable
- attract people to them
- at peace with themselves

Rockell
amplify your success

- If You Can't Fly Then Run
- If You Can't Run Then Walk
- If You Can't Walk Then Crawl
- But Whatever You Do
- You Have To
- Keep Moving Forward

Happy Birthdays

JANUARY 2020

MOHAMMED ISMAIL	1ST
SHAIK NASEEM AHMED	4 TH
SRINIVAS KUMAR S KOPPIN	10 TH
BIKRAM KUMAR	10 TH
T RAMACHANDRA RAO	10 TH
RAMYA MARELLA	13 TH
AMIT SRIWAS	16 TH
SANJEEV R BHAVIKATTI	16 TH
VENKATA SHIVA A	27 TH
M.NARESH	28 TH
SURYA PRABHA SRI	31 ST

Team Starus Wishes You a

HAPPY NEW YEAR

2020

*May this New Year bring new avenues
to our trusted association*



GROUP OF COMPANIES