**PANKAJ**

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| **Job Objective** |

To accomplish prominence through new challenges in a progressive organization that offers opportunities in **sales & marketing** to utilize my skills and dedication to perform quality work in International market.

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| **Profile Summery** |

* Middle management professional with 15 years of experience in sales & marketing with hard core experience in:
* Business Analysis.
* Sales forecasting.
* Explore new markets.
* New products launch in domestic markets.
* Training of paramedics.
* Team management.
* Channel management.
* Currently associated with ConvaTec India as Sr. Area Sales Manager at Indore, India

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| **Core Competencies** |

* Sales & Marketing.
* Ability to handle multiple task and assignments simultaneously.
* Ability of develop new market to achieve organizational growth objectives.
* Task orientated and capacity to take things to logical conclusion.
* Negotiation skills.
* Product knowledge gives me an edge over competition.
* Responsiveness is my key to good relations
* Timely and effective reporting.

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| **Accomplishments** |

* Launched **ConvaTec India** and developed the business of Ostomy, and Advanced wound care dressings in urban market of Madhya Pradesh, India and grab the government tender business by offering the features of various products in 2014-15.
* Successful induction of VAC (Vacuum assisted closure) therapy in domestic market of Madhya Pradesh, India in 2011.
* Promoted as Business development manager in June 2012 for Neurometrix with the responsibility of Madhya Pradesh, Chhatisgarh & Tamilnadu in India.
* Promoted as Area Sales Manager for the team of 8 people in 2008 in Zydus group and launched a division in Madhya Pradesh, India
* Developed distributor channel in emerging market.

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| **Organizational Experience** |

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**Dec 2013 to till date with ConVatec as Area Sales Manager for Madhya Pradesh, India**

**Company Profile:** Convatec is a pioneer company in Ostomy accessories and in advanced wound care dressings with the patent in hydrofiber technology and the biggest company in European and American Market for Ostomy accessories and AWC.

 **Role:**

* Promote ostomy, wound care and critical care products to doctors & hospitals.
* Nurses training in ostomy, advance wound care & critical care.
* Patient training for ostomy appliances.
* Identify and develop new streams through market research to maximize sale and market share.
* Planning and execution of new product launches.
* Channel management-Manage distributors/stockiest/hospitals.
* Analyze & review the market response/ requirements for coming new products.
* Team management.

**Accomplishments:**

* Successful induction of the company in urban market of Madhya Pradesh, India
* 36 nurses training program done in 2 years for application of Ostomy appliances and wound assessment for advance wound care dressings.
* Conceptualized and executed new market segment through Government tender in Madhya Pradesh, India.
* Conducted patient several education programs.

**Jan 2011 to Dec 2013 with Lab India as Area Sales Manager for Madhya Pradesh Chhatisgarh & Tamilnadu, India**

**Company Profile:** Lab-India represents a number of world-class principals of diagnostics in India and provides sales marketing and service expertise to the principals in the Indian market

**Role:**

* Launched of VAC (Vacuum assisted closure) Therapy for wound management in Madhya Pradesh & Chhatisgarh, India for **KCI/USA** from **Lab-India**
* Promoted NCS (Nerve conduction system) & DPN (Diabetic poly neuropathy) machine to doctors and technicians for **Neurometrix/USA** from **Lab-India**
* Team management.
* Channel management stockiest/hospitals.
* Nurses training & demonstration.
* Medical development activities.
* Consumable stock management.
* Training of technicians.
* Problem resolving of the machine and co-ordinate with HO in US in the given time

**Accomplishments:**

* Established the business of KCI vertical in Madhya Pradesh & Chhatisgarh, India in record time.
* Promoted as Business Development Manager to another vertical of Lab India, Neurometrix for Madhya Pradesh, Chhatisgarh & Tamilnadu, India 

 **May 2002 to Jan2011 with Zydus as ASM at Indore (Madhya Pradesh) India**

 **Company profile:** Zydus Cadila is the 4th largest pharmaceuticals company in Indian market with over then 13000 employees worldwide

**Role:**

* Team Management.
* Product promotion to the doctors.
* Products launch strategy.

**Accomplishments:**

* Worked as medical representative at Rewa (Madhya Pradesh) India and successfully launched the products in rural market from May 2004.
* Promoted as Area Sales Manager in March 2008 for Indore, India

**May 2001 to May 2002 with Cipla (Protec) as Medical representative at Chhindwara (Madhya Pradesh), India**

**Company Profile:** 3rd largest pharmaceutical company in India and pioneer in respiratory medicine.

**Role:**

* Product promotion to the doctors.
* Distributor retail chain management.
* MIS reporting to management.

**Accomplishments:**

* Induction of asthmatic pumps urban market of Chhindwara, India
* Successful distributor/ retail chain management.

 **Aug 2000 to May 2001 with Synchem Pharmaceuticals as Medical Representative**

 **Chhindwara in India**

 **Company Profile:** emerging Company in urban and rural market of urban and rural market of MP and brand leader cephalosporins in MP

**Role:**

* Product promotion to the doctors.
* Distributor retail chain management.
* MIS reporting to the management.

**Accomplishments:**

* Developed rural market for advance antibiotics.
* Successful distributor/ retail chain management for company.

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| **Qualification** |

* Graduate in Science (Physics, Chemistry & Mathematics) from Rani Durgawati University Jabalpur, India in the year 1999.

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| **IT Skills** |

* Proficient in MS Office (Outlook, Word, Excel, PowerPoint)

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| **Personal Details** |

Date of Birth: Sep 6th, 1976

Dependents: Wife & a child

Language: English & Hindi

Nationality: Indian

**Job Seeker First Name / CV No: 1716822**

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