***Dr. Jaimini* **

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**10 Years Post MBA (Marketing) Experience**

**My Profile Objective:** I would like to work at professionally managed organization where my strengths and management capabilities can be applied to strengthen the company I work for. I do not only like to strengthen the stronger products or services of the company but also develop my core competences in order to overcome the extreme odds that may come across my way.

Key Skills:

* Recognizes the value of working within diverse, cross-functional teams
* Interact and cooperate productively and maturely with others
* Facilitate free expression and constructive activities of others
* Committed to achieve of common goals when working on a team
* Recognize and accommodate the protocols and expectations of teams
* Product development
* Industry and competitor analysis
* New business development
* Product branding

**Professional Experience**

**Concord Biotech Ltd 21/08/2017 to till date**

Concord Biotech

Manager Procurement and Business Development

* To oversee In-Licensing and Out-Licensing functions of organization
* To develop vendors for outsourced Finished dose formulation products for domestic as well as ROW export purpose on P2P and Loan License basis.
* To prepare Techno Commercial Agreements
* Work proactively with cross-functional team for efficient, time bound execution of manufacturing and packaging operations.
* Coordination with Regulatory Affairs for filing of Dossier.
* Identification of prospective customers for P2P Business Development, Agreement signing, and providing Technical support to customer by effectively coordinating with plant.
* To work closely and effectively with customer so that to execute the technical audit by customer of manufacturing facility successfully.

**Finebiotics Pharma Ltd 15/03/2015 to 19/08/2017**

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Marketing manager

* To monitor P2P affiliations of the organization with other pharmaceutical corporates.
* Social media marketing.
* Sales forecasting and formulate the strategy to achieve the objective set by the organization.
* To monitor and execute all techno as well as commercial terms and conditions of the product to ensure utmost customer satisfaction. To monitor and follow the key outstanding account of the company.
* To participate and represent successfully Marketing department of the company during ISO Audit.
* Managing team of Domestic and Export Sales & Marketing

**Atlas Pharmachem Industries Pvt. Ltd. 09/12/2011 to 14/03/2015**



Business Development Manager

* Customer visit and presentation of the products to bring awareness about the products of the company.
* Sales Forecasting
* To monitor and manage customer complaints and visit them to ensure the professional and proper solution.
* Team handling of domestic and export sales

**Shree Rama Multi Tech Ltd. 01/03/2011 to 08/12/2011**

Business Development Manager

* As above

**Swastik Textile Engineers Pvt. Ltd. 01/01/2009 to 28/02/2011**

Marketing Manager

* To invite customers for demo of the machine and giving them the presentation of the machine.
* To look after export import inquiries of the company.
* To prepare export Offers of the company.
* To manage total correspondence of the export independently.
* To negotiate the sales offers with customers.

**Mehta Cad Cam Systems Pvt. Ltd. 01/03/2007 to 31/12/2008**

Sr. Marketing Executive

* Direct Marketing.

**Education History**

**P.hD – Marketing (2014)**

Singhania University, Rajasthan, India

P.hD Thesis Title – Strategic Marketing in Global Prospective: Opportunities & Limitations of Indian Telecommunication Industry.

**Master of Business Administration – Marketing (2007)**

Americanos College, Cyprus (Europe)

Passed with 74%

**Bachelor of Arts – English (2004)**

Bhavnagar University

**12th –** G.S.E.B **(2001)**

Passed with 73.73%

**10th –** G.S.E.B **(1999)**

Passed with 71%

**Extra Curricular Achievements**

* I participated in the programme on **Duty Exemption & Duty Remission Scheme for Exporters** from September 21 to 22, 2007 organized by Ahmedabad Management Association (AMA).
* I participated in the programme on **Logistics, Shipping & Export Documentation** from October 13 & 14, 2007 organized by Ahmedabad Management Association.
* I participated in the programme on **Export Incentives – New Approach & Emerging Dimensions** from October 10 & 20, 2007 organized by Ahmedabad Management Association.

**Personal Data**

* **­Date of Birth** 09/08/1984 (33 Years)
* **Nationality** Indian
* **Marital Status** Married
* **Sex** Male