

**Ravindra**





E-Mail:

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**Skill Set:**



*Sales Operations Training & Development Reporting & Documentation Liaison & Coordination Marketing Analysis Revenue Generation Channel Management Team Management*



**Senior Management Professional**

**~ Sales Operations (Analytical Lab Instruments) ~**

*Scaling new heights of success with hard work & dedication and leaving a mark of*

*excellence on each step*

***Industry Preference: Analytical Instruments***

***Location Preference: Mumbai, Pune, Overseas***

**Profile Summary**

* A competent professional **with 15+ years of sales and service experience** in

**Analytical Lab Instruments**

* Key Account Management.
* Experience of sales of **Analytical Laboratory Instruments** like ***Gas***

***Chromatograph,Headspace, UV, FTIR, ICP-MS, AAS, ICP-OES, DSC & TGA***

* Developed detailed account strategies for key business through information gathering, competitive analysis, strategic plan formulation, identification of value proposition, sales budgeting and action plan initiatives & implementation
* Exposure of selling different products in **Pharma**, **Food, Government, Academia** **& Environment Testing Lab Segment**
* Pivotal in promoting the company’s products within trade; managing markets through individual meetings, group programs, and professional organization programs specially designed for companies
* Resourceful in cementing healthy relationship with the clients for generating business and leading workforce towards accomplishing business & corporate goals
* An effective communicator & negotiator with strong analytical, problem solving and organizational skills

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|  | **Organizational Experience** |
| **Since Aug’13** | **PerkinElmer, Mumbai India as Territory Sales Manager** |
| *Key Accounts Management:* | *Cipla, Lupin, Unichem, Glenmark*, *Indoco Remedies and FDC Ltd.* |

**Role:**

* Coordinating for generating new clients and cementing healthy business relationship with the existing clients
* Liaising & negotiating with the clients for closing the sales by agreeing all the terms & conditions
* Documenting & updating client contact data in CRM system
* Participating in trade shows, conferences, seminars and other marketing events
* Preparing technical presentations and delivering the same to the team members for meeting clients’ requirement on time
* Managing dealer business and generating new dealer for West Region
* Additional responsibility for Key Account Management. Supporting informatics division, one source service team.
* Support to Informatics team in Key Account for E-Notebook®, Chemdraw® Software.

**Highlights:**

* Played a key role in adding new revenue streams by identifying new accounts and competition account

**Jan’09 – Jul’13** **Mettler Toledo, Mumbai as Senior Sales Engineer**

**Highlights:**

* Attended:

o Training on ‘Anachem Product’ at Mettler Toledo, Switzerland in Apr’10 o SPIN Training

* Successful in closing of sales of in Maharashtra & Goa
* Merit of being the Consistent Performer for 4 years and ensuring more than 20% YOY growth

**Previous Experience**

**2005 - 2008** **Spectralab Instruments Pvt. Ltd., Thane as Service and Sales Engineer**

**Highlights:**

* Merit of ensuring of sales in Western & Northern Region
* Successfully established office at Dehradun and developed dealer network for the same
* Played a key role in ensuring more than 50% YOY growth

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| **2004 – 2005** | **Veego Instruments, Mumbai as Service Engineer** |
| **2002 - 2003** | **Contech Instruments Ltd., Mumbai & Gujarat as Service Engineer** |
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|  | **Education** |

* S.S.C from Mumbai University
* Diploma in Instrumentation from VPM’s Polytechnic, Thane, Mumbai University in 2002

**IT Skills**

* SAP CRM
* MS-DOS, Microsoft Windows 98, Microsoft Office (Word, Excel & PowerPoint)

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|  | **Personal Details** |
| Date of Birth: | 7th January 1983 |
| Languages Known: | English, Marathi & Hindi |