

# Sheetal Pankaj Upadhyay

Email – [upadhyayshital17@gmail.com](mailto:upadhyayshital17@gmail.com)

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## Objective

To work in an organization that as a highly dedicated & professional and to enhance my career.

## Work Experience

- Company Name : Meril Endo Surgery Pvt Ltd.  
Post : Area Sales Manager.  
Period : From 6<sup>th</sup> Jan 2023 to 4<sup>th</sup> Apr 2025

## Duties & Responsibilities

- Preparation of documents related to Government /Private Hospital Tenders.
  - Communications to clients for communication regarding our products.
  - Arranging appointments with doctors, pharmacists and hospital medical teams.
  - Demonstrating products to healthcare staff including doctors, nurses and pharmacists.
  - Planning work schedules and weekly and monthly timetables.
  - Regularly attending company meetings, technical data presentations and briefings
  - Reviewing of sales performance.
  - Meeting (sometimes exceeding) annual sales targets.
  - Planning work schedules and weekly and monthly timetables.
  - Building and maintaining positive working relationships with medical staff and supporting administrative staff.
  - Keeping detailed records of all contact.
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- Company Name : Bharat Serums And Vaccines( Criticure Division)  
Post : Key Account Manager  
Period : From 2nd June 2021 to 15 Dec 2022.
  - Company Name : Overseas Health Care Pvt Ltd  
Post : Area Business Manager  
Period : From 10<sup>th</sup> June 2019 to 28<sup>th</sup> May 2021
  - Company Name : Futura Surgicare Pvt Ltd  
Post : Area Business Manager  
Period : From 1st Jan 2019 to 1<sup>st</sup> Jun 2019.
  - Company Name : Sutures India Pvt Ltd (Healthium Medtech Limited)  
Post : SR. Field Manager  
Period : From 22<sup>nd</sup> June 2016 to 31<sup>st</sup> Dec 2018.
  - Company Name : FDC Limited  
Post : Territory Manager  
Period : From 7<sup>th</sup> Sep 2013 to 16<sup>th</sup> June 2016.

### **Education Qualification**

- MBA (Marketing Management) passed from Mumbai University first class in year 2018.
- T.Y.Bsc passed from M.D College (Mumbai University) second class in year 2012.
- HSC passed from Maharashtra State Board second class from Science stream in 2009.
- SSC passed from Maharashtra State Board with first class in 2007.

### **Computer Knowledge**

- MS-Office 2010 (Word, Excel, PowerPoint)
- Internet

### **Personal Details**

Name	:	Sheetal Pankaj Upadhyay.
Contact No	:	8105684483
DOB	:	20 <sup>th</sup> Aug 1991
Marital Status	:	Married
Gender	:	Female
Nationality	:	Indian
Languages Known	:	Marathi, Hindi & English

I hereby declare that the above given information is true as per I know and with proper documents.

Date:

Place:

Signature