

Sumit Mandora

(Facilitating Businesses boost sales over the past two decades)
HEALTHCARE INDUSTRY

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Professional Experience: 19+ years

Bausch & Lomb India

Since April 2018

Equipment Specialist, West

- Achieved 109% for FY 2024, 100% for three successive years in Maharashtra, and 210% achievement for FY 2021.
- Covering Maharashtra, MP, CG & Gujarat.
- Collaborative and achievement driven with remarkable interpersonal, negotiation, planning, coordination, and analytical skills.
- Facilitating Doctors for Equipment's application & programming in Phaco & Vitro Retinal Surgeries to enhancing the patient's visual outcome.
- Mentored & trained new joining colleagues to develop requisite skills & knowledge for equipment's.
- Contributed to Live surgery workshops & conferences.

Medtronic MITG (Covidien - Energy Based Device)

Aug 2015- March 2018

Area Manager, Rajasthan, M.P.

- **Govt Tenders:** Success in getting inclusion of Tender specifications at M.Y Hospital Indore & Bhopal.
- **Govt Tenders:** 15 Valleylab Cautery installation @ S.N. Medical College Jodhpur, 2 Soncision (Cordless Ultrasonic Device) installation @ AIIMS Jodhpur, 2 Ligasure deals @ RNT Medical College Udaipur. Inclusion of Ligasure specifications @ PBM Medical College Bikaner.
- 101% Achievement for FY 2016-17 via business established @ AIIMS, GBH American, PIMS, Geetenjali Medical College, & RNT Medical College.
- 155% Achievement for FY 2015-16 via business established @ SN Medical College, AIIMS, and Key Accounts of Udaipur & Bikaner.
- Provide solutions to surgical fraternity with the help of Advance Energy Equipment's in their surgical procedures for better patient outcome.

Johnson & Johnson

Dec 2010- July 2015

Ethicon Biosurgery

Mar 2014- July 2015

Assistant District Manager, Pune

- 108% Achievement with 104% growth via business established in Defense (AFMC Depot Mumbai, Command Hospital Pune & AFMC Pune) and key accounts in Pune.

- Providing solution to the surgeons in managing the bleeding challenges during the surgical procedures.
- Organized workshops which help to improve the surgical skills.

DePuy Synthes (Johnson & Johnson)

Dec 2010- Feb2014

Area Sales Manager, Delhi

- Accountable for Central, West Delhi & Rajasthan.
- Organized cadaveric workshops in SMS Med. College Jaipur and hands-on workshop in SMS Med. College & Fortis Hospital Jaipur.
- Instrumental in getting approve BPL rate contract in SMS Med College, MBS Med College Kota, GB Pant Hospital.
- Covering key accounts of Delhi like Sir Gangaram, BL Kapur, Northern Railway Hospital, GB Panth, St. Stephens, ESI Hospital Delhi, Fortis & Max Shalimar,
- Facilitated 250+ surgeries.
- Sold Anspach High Speed drill at IBS Hospital Jaipur and Anspach drill attachments at GBH American Hospital Udaipur.
- Sold Electric & Pneumatic drills of Synthes at SMS Medical College Jaipur.

Sanofi-Aventis India Ltd

Mar 2005- Dec 2010

Scientific Sales Executive, Jodhpur

- Fostered & engineered the business environment and shifting the business paradigm to the new & evolved segment.
- Providing the solutions to the customers in the Respiratory & Pain Management.
- Organized CME's & customer education program to develop the market and patient awareness program.

Torrent Pharmaceuticals

May 2004- Mar 2005

Medical Representative, Jodhpur

- Promoting and creating the demand in Cardio-Vascular product range.
- Business development by identifying the business potential in the assigned territory & new market.

Franco Indian Pharmaceuticals

June 2003- May 2004

Medical Representative, Udaipur

- Promoting & creating the demands of the existing & new products in the general medicine & cardio-diabetic segment.

My Expertise

- Performance Oriented Sales Strategy
- Team Management
- Team Building & Resource Management
- Performance Management
- Client Relationship (B2B & B2C)
- Database decision making & problem solving.

Key Achievement

- Best performance in Training at MITG (Medtronic).
- Best performance in certification course of Ethicon Biosurgery.
- Best performance & successful completion of Basic Spine Training in Synthes.
- Recognition of successful completion & Top in Basic Training course in Sanofi-Aventis.
- In recognition of outstanding performance as “The Best Performer” in the Induction training program in Torrent Pharmaceuticals.

Qualification

- Post Graduation in Advanced Plant Physiology (Botany) from Jai Narain Vyas University, Jodhpur with 70.5% marks.
- Graduation in Life Science (CBZ), from Jai Narain Vyas University, Jodhpur with 67% marks.
- Sr. Secondary from Board of Secondary Education Rajasthan with 54% marks.
- Basic in Computer Education from TULEC Computer Education (Tata Infotech.).
Well verse with MS Office, Proficient in Word, Excel & Power Point.

I am open to new challenges, innovative technologies, and new products, which always excites me. I would be delighted to find out about any new processes the organization may have.