

# Bhanu Sharma

Dwarka, Delhi • +91 7737007383 • bhanusharms48@gmail.com • linkedin.com/in/bhanu-sharma-931392193

With more than 5 years of experience in sales of Medical Devices and Pharmaceuticals in major hospitals in Delhi. I have expertise in new product launch, consistently exceeded sales targets, and expanded market share of segments in the healthcare industry.

## WORK EXPERIENCE

### Agatsa

Delhi • 02/2024 - Present

#### Territory Manager • Full-time

- Senior sales professional directly reporting to National Sales Manager and CEO of firm. Looking after sales of portable ECG device and Holter medical devices in designated region.
- Launched the product and brand in the market. Successfully penetrated our cardiovascular and neuro medical devices into the major hospitals in Delhi leading to a substantial rise in sales performance.
- Converted new big accounts like Escort Fortis Hospital, Max Hospital, Akash Healthcare and National Heart Institute in Delhi. Secured orders from these hospitals. Revenue taken from 0 to 2 Lakhs per month.
- Obtains and records feedback from existing customer and gain knowledge on competitors product as well. Also maintain consistent and sustainable growth in sales and revenue by identifying and developing new market opportunities.

### WebCardio

Delhi • 12/2022 - 02/2024

#### Territory Manager • Full-time

- Reporting to Regional sales manager and responsible for their Holter medical devices in Delhi. Major KOL and KP are cardio and neuro specialty specialtydoctors.
- Successfully managed to Secure RC in Max Hospital, Fortis Escorts Hospital & NHI hospital, contributing 3 Lakhs Per Month consist sales into overall sales and brand recognition in the area. Made our brand CBU Approved in corporate hospitals
- Responsible for expanding customer base by 50% through targeted prospecting and relationship building, leading to a significant increase in market share.
- Organizing conferences and seminars for doctors and healthcare professions. Meeting KP's/KOL and institutional sales, along with managing the distributor business.

### Drreddys Laboratories

Delhi • 03/2022 - 12/2022

#### Sales Representative • Full-time

- Directly Reporting to the Area Business Manager and looking after the cardio division of the firm.
- Working in the superspeciality cardio team, Special Task Force. Launched new product of company CIDMUS in West Delhi and taken revenue from 10 to 25 Lakh within five months.
- Forecasting accurately for Sales for demarcated product range and territory. It includes inventory planning as well.
- Achieved the quarterly budget with 130% consistently and increased the revenue from 80 Lakhs to 1.05 Crore in first quarter itself.

### Glenmark Pharmaceuticals

Delhi • 12/2019 - 03/2022

#### Medical Representative • Full-time

- Reporting to Area sales manager and managing Rx sales of Cardio product Telma in West Delhi.
- Managing Distributors and bringing yearly revenue of 1.5 Crore. Covering all the major cardiologist and general physicians of territory.
- Organizing conferences and seminars for doctors and healthcare professions. Meeting KP's/KOL and institutional sales, along with managing the distributor business.
- Consistently achieved all the quarters and yearly budget at 110%. Awarded Star Club Award by the National Sales Manager & GM of division.

**Sales Officer**

- Reporting to Area business manager and looking after the Azura division products like Gemer and Olmezest in designated Delhi territory.
- Plans and schedules daily visits with existing and potential customers to deliver Sun's assigned core product message. Records and tracks product sales and customers in her/his region.
- Precise & full understanding and utilization of medical knowledge about therapeutic area and related products.
- Establish and maintain strong relationships with healthcare specialists by periodically visiting medical facilities and engaging in discussions to understand requirements, and address any concerns. Building trust and rapport helps them foster long-term business partnerships.

**EDUCATION**

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**MBA in Marketing**

Jaipur National University

05/2020 - 06/2022

**Bachelor Of Commerce**

Rajasthan University

06/2011 - 06/2014

**AWARDS & SCHOLARSHIPS**

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**Product training and Detailing Award**

Webcardio

01/2023

**Star Club Award**

Glenmark

**SKILLS**

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• Business Management	• Key Account Management	• Public Speaking
• Communication	• Market strategy	• Revenue Generation
• Corporate Sales	• Medical Device	• Team Management
• Customer Handling	• Negotiation	• Tender Business
• Event Management	• Pharmaceutical Sales	
• Healthcare	• Product Sales	