

Synopsis

Great sales people are relationship builders who
provide
Value and help their customers win



Manish Sharma
01-09-1986



Manish Sharma

Marketing and Sales Professional

+91 097991-22555

kriman17@gmail.com

WORK EXPERIENCE

17 years

AGE

38 Years

ABOUT ME

I want to prove myself with leading role and want to achieve any target to succeed at any position. Looking forward to a challenging and encouraging job where I can show my professionalism and to be proved an asset for my organization.



Education

Bachelor of Pharmacy

Rajasthan University of
Health Sciences Jaipur

Graduated, Jan 2008

+2, Science

Rajastha Board Ajmer

Sr. secondary ,June 2002

School10th

Rajasthan Board Ajmer

secondary,March2000



Career Highlights

- In my 17 years of experience of medical sales I have successfully lunched two companies making them self sustainable in less a year time.
- I am capable to work closely with OT staff as I have experienced to attend OT's in Gynec Cases , Gastro OT's and general Surgical Procedures.
- I am capable to handle government institutions corporate business and management distribution network and sales team.
- I have experience of covering larger territory of Entire Rajasthan .
- Building long term relationships with all stakeholders by providing them solutions to their challenges is a key to success that's what I believe.



Skills

Effective communication

Analyzing data

Relationship building.



Professional Experience

Advanced Bionics Pvt. Ltd

July 2024-Present

Working as a Product Specialist and Meeting with ENT Surgeons for Cochlear Implant

Gadgeon Medical Systems Pvt Ltd

Feb 2023- June 2024

Working As a Regional Sales Manager (Independent Role) in WEBCARDIO. Webcardio is a fully disposable, Wireless, Shower proof, Multiday Holter Monitor Solution. Responsible for overall sales generation in Rajasthan

Advance Medtech solution Pvt. Ltd

Sep2020-Feb2023-

-Working as a Area sales manager in wound care division at Rajasthan Region and responsible for Overall sales Revenue.
-Promoting products like General Sutures, cardiac Sutures, Mess Plate Hernia kit to the Surgeons, Cardiac Surgeons, Gastro Surgeon.
-Also Promoting PTCA Balloon to Intervention cardiologist and Cath lab Technician.
-Worked closely with OT Staff and attend OT's with gynecologist, Gastroenterologist, General Surgeons.

Baxter Pharmaceutical Pvt Ltd

June2017-Aug2020

Working as a Manager –Regional sales in Critical Care division At Rajasthan Region and managing the team of Therapy Business Managers (Field executives).



Job Responsibility

1. Handling a team of 4 TBM for Critical Care division.
2. Meeting clients .And Giving Presentations on the concept and handling all other marketing & sales activities.
3. Attain or exceed sales budgets quarter-wise. Ensure that all brands contribute to growth & sales objectives.
4. Ensure that the key marketing projects & activities designed by the company are implemented appropriately during each cycle & track the activities of the team members.
5. Manage distribution channel in the area and ensure that adequate inventories are maintained. Timely submission of product- wise sales forecasts and plans. Maintaining records of sales & customer.
6. Participate in all govt .related tenders and meeting with all related officials to get the tender in favor, Like SMS Life line, AIIMS Jodhpur, RMSCL, SMS Cardiac Department Tender ,and got in favor in AIIMS Jodhpur.
7. Meeting with all purchase head in all the corporate and Mid sized private hospitals.

Intas Pharmaceutical Ltd.

Sep2013-May2017

- Worked as a Sr .Area business Manager in cardiac division At Jaipur head quarter and managing the team of BE'S.
- Promoted ASM To Senior ASM in one year.
- Promoted Brand Like Lipicure, Amtas – m, Monit Gtn, Olmark to the Intervention Cardiologist, Consultant Physician, Endocrinologist
- Created LDL Forum In Jaipur and did regular Round Table meeting under the mentorship of 2-3 Intervention Cardiologist.
- Launched Teneligliptin In Jaipur and become No.1 brand in three Months.
- We performed outstanding in few brands like Monit gtn, Amtas-m, Lipicure and become No.1 in Rajasthan ORG Data.
- Achieved Star Award for the year 2015 and 2016.

Ranbaxy Labs Ltd.

March2010-Aug2013

Worked as a Hospital Business Executive (HBE) in Pharma Division at Jaipur head-quarter

Cipla Ltd.

Feb2008-Feb2009

- Worked as a Territory Manager in cardiac-diabetic division At Ajmer head-quarter



Professional Development

Trainings

Organizations: Cipla Ltd

Project: Discovery

Organization: Intas Pharmaceutical Ltd.

Project: MDP(Managerial development Programme)

Organization :Baxter Pharmaceutical india Pvt Ltd.

Project: Goal setting(By Shailesh Patil)

Organization :Baxter Pharmaceutical Pvt Ltd.

Project: Ethics And compliance Training

Languages



Hindi

English



- Cricket
- Hiking & camping
-
- Watching Movies
- Music



Personal Details

Father's Name: Mr. Kedar Sharma

Birthday: 01stSept,1986

Gender: Male

Marital Status: Married

Nationality: Indian

Permanent Address

C-189 Hari Marg
Malviya Nagar Jaipur
Pin-302017

Current Address

C-189 Hari Marg
Malviya Nagar Jaipur

Declaration

I am Manish Sharma, hereby declare that the information contained here in is true and correct to the best of my knowledge and belief.

Manish Sharma

Additional Details

| SR No | Name | |
|-------|---|--|
| 1 | 10thPassingYear | 2000 |
| 2 | 12thPassingYear | 2002 |
| 3 | Graduation Degree and Passing Year | 2008 |
| 4 | Reason for any education gap after12th | No |
| 5 | Details for Paper Backlog | No |
| 6 | Total Experience | 17 years |
| 7 | Current CTC-Fixed | 9.3 Lakhs |
| 8 | Current Total CTC | 11.5 Lakhs |
| 9 | Expected CTC | 12 Lakhs |
| 10 | Any increment or Offer in Hand | Not yet |
| 11 | Area Handled | All over Rajasthan |
| 14 | Name the Products Sold | Cochlear Implant |
| 15 | Team Size and no of years of team handling | 5person,7year |
| 16 | Are you comfortable for Individual Contributor role | Yes |
| 17 | Target-KOL's(Private Hospital/ Govt Hospital/Corporate Hospital)-Please mention names | SMS, Fortis , Narayana hrudalaya, Manipal,EHCC, SDMH, Railway Hospital, AIIMS Jodhpur,Metro,Geetanjali Medical College, PIMS Udaipur etc |
| 18 | Current Medical Division you are handling | ENT Surgeons |
| 19 | Current Location | Jaipur |
| 20 | Current Company | Advanced Bionics Pvt. Ltd. |
| 21 | Designation | Product Specialist |
| 22 | Total Experience in Medical Devices | 4.5 Years |
| 23 | Notice Period | 15Days |
| 24 | Reason for change | Looking for a superior product range where I could really make difference in terms of treatment quality and easing doctors job. |
| 25 | Communication Skills | I can speak in English, Hindi, |