

## **Arvind Rajendra Sharma**

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### **OBJECTIVE:**

To secure a significant position in a progressive, result-oriented organization and furthering my career development and achieving more through learning.

### **EDUCATION:**

- \* **PGDM in Marketing from Welingkar Institute of Management and Research Passed in Year 2016.**
- \* **Bachelor of Science in Mathematics & statistics from Bhavans College,Mumbai University passed Year 2007**

### **COMPETENCIES:**

Good Analyst, Communication Skills, Leadership Skills, Good Team Player, Decision Maker, Self Discipline.

### **IT QUALIFICATION:**

OFFICE APPLICATIONS: MS - Word, MS - Excel, MS Power Point

### **WORK EXPERIENCE:**

**Total Work Experience in Corporate & Govt Hospital Sales 18+ Years & First Line & Second Line Manager Work Experience- 6 Years +**

1. At Present Working as **Area Sales Manager** in Company – Meril Endo Surgery Pvt Ltd for Corporate Hospital Name – Nanavati , P.D.Hinduja and Breachcandy Hospital Govt Institute – KEM , Nair and SION Hospital from June 2024 to till Date. Division :- Endo GI Staplers and Linear Cutter Powered and Manual , Surgical Mesh , Trocar, Tackers , Ultrasonic and Diode Laser device.
2. Worked as **Regional Sales manager** in Company –Aakaar Medical Technology Area – PAN INDIA Location from November 2023 to till date June 2024 for Co2 Laser , Electro Magnetic Waves Chair , HIFU , RF , HydraFacial , Hair growth Device meeting to Cosmo Gynecologist and Gynecologist doctors.
3. Worked as **Regional Sales Manager** in Evox Medical Device Company ( Ess Pee Enterprises) from January 2023 to November 2023. Territory - Region West - MH, GJ and MP having 3 reportees and responsible to appoint new dealers and generate order from the institution, corporates and standalone practicing chest physician, sleep consultant doctors. To do sales and closing of the authorised dealers in West region and meet doctors and rehab centers for the product promotion activities.

4. Worked as **Business Development Manager** in Rays of Belief Division :- Moms Belief company in Area – Mumbai Zone – North , South , Central and Navi Mumbai from January 2022 to January 2023. To meet ENT Surgeon , Pediatric Neurologist, Pediatrician and Developmental Pediatrician doctors.
5. Worked as **Regional Manager** as individual contributor in Analytical Medical Technology Division – Lasotronix Diode Laser from **December 2021 to till Date December 2022**. To handle sales of Diode Laser Medical Device 1470,980 Wavelength 15 Watt in Region West. To meet Surgeons and Purchase Department, Bio Medical Department in the Corporate Hospital like Lilavati , Jaslok , Nanavati , Kokilaben and Standalone Practicing Surgeons in south and west mumbai.
6. Worked as **Regional Business Manager in Lotus Baby Division** to meet pediatricians and visits Maternity Hospital for Baby Products from **January 2020 to till Date December 2021**. Lotus Baby Division discontinued due to restructuring of the sales team and organization.( **2 Years**)
7. Worked as **Area Manager in Mead Johnson Nutrition now part of Reckitt Benckiser Ltd ( RB Health )** from July ,2010 to till date Dec-2019.
  - a. **Area Manager (3 Years) & Territory Manager (6 Years)**
8. Worked as Product Specialist in **Johnson & Johnson Hospital supplies (Ethicon) Products** on Payroll Company Name- **Pharmalink** and **M/S MEDI TRANSCARE PVT. LTD.** HQ-Borivali (Mumbai) Territory :- Kandivali to Miraroad from **March 2009 to July 2010. (1 Year + 5 Month )**
9. Worked as Field Sales Officer in **Indoco Remedies Ltd.** In **Institution division** .HQ-South Mumbai Key Institution :- 1.KEM HOSPITAL 2.WADIA HOSPITAL 3.JASLOK HOSPITAL 4.LILAVATI HOSPITAL 5.TATA HOSPITAL from **May 2007 to March 2009. (2 Years)**

### **PRODUCT EXPERIENCE:**

1. Endo GI Linear Cutter Manual and Powered Staplers , Ultrasonic energy device , Diode Laser ablation system and Powered Tackers
2. Mobility and Respiratory Products like Electric Wheelchair, Oxygen Concentrator, CPAP and BIPAP device.
3. Medical Device Laser Instrument and Surgical Products like Sutures ,Surgical Mesh , Hemorrhoids Stapler & Trocar from 16<sup>th</sup> December 2021 to till Date January 2023.
4. Baby products like Baby diaper rash Cream , oil , powder , soap ,wipes and sunscreen skin care products as Regional Business Manager from Jan- 2020 to till Date Dec- 2021 Mumbai & ROM.(2 Year Experience )
5. Baby Products Infant Milk Formula Powder and Child Nutrition Product Individual Contributor from 2010 till Year 2016 (6 Years).  
  
Area Manager from Year Nov- 2016 to till date Dec- 2019 (3 Years). (Total Exp. in MJN 9 Years + 2 month Experience).
6. Ethicon Sutures, Mesh & Stapler :-1 Year & 5 Months Experience.
7. General Medicine, Antibiotic Medicine & Injections – 1 Year 10 Months Experience.

## **ACHIEVEMENTS:**

1. Certificate of Achievement in delivering quarter sales results in Johnson & Johnson Hospital Supplies Year 2010.
2. FIVE STAR NATIONAL AWARD YEAR 2010 IN Mead Johnson Nutrition.
3. Certificate of Excellence for Best Tertiary sales growth Year 2010 Region-West in Mead Johnson Nutrition.
4. Certificate of Recognition RSM Award Month Star December 2010.
5. Certificate of Recognition RSM Award Month Star August 2010.
6. Certificate of Excellence Annual Awards 2011 Regional Topper .
7. Appreciation for Great start in Mead Johnson Nutrition for Product Launch in Area-Dahisar to Virar Year 2011.
8. Best Region West Award of the Year 2013.
9. Best Region West Award of the year 2014.
10. Got Promoted as Area Manager in Year Nov- 2016.

## **EXTRA CURRICULAR ACTIVITIES:**

- N.C.C., Shooting, Running, Camps
- Got Gold Medal in 5000 Meter Race Organized by N.C.C. in Bhavan's college in the Year 2006
- Got Gold Medal in 5000 Meter Race Organized by N.C.C. in Bhavan's college in the Year 2007.
- Attended Three ATC Camps in J.N.P.T. URAN.
- Attended 3 leadership Indian Army Trekking Camps.
- N.C.C. "C" Certificate Holder with "C" Grade "Army Wing".

## **HOBBIES:**

- Reading Books
- Playing Volleyball & Cricket.
- Drawing

## **PERSONAL DETAILS:**

Father Name : Shri. Rajendra Sharma  
Mother Name : Smt. Gayatri Devi Sharma  
DOB : 5<sup>th</sup> April, 1986  
Marital Status : Married  
Nationality : Indian  
Language Known : Hindi, English, Marathi

## **ARVIND SHARMA**