

# MANGAL GIRI

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## Career Objective:

Contribute to the successful growth of organization by using my skill and abilities

## BRIEF OVERVIEW

- ❖ A dynamic professional completed MBA in Marketing Management from Nehru Gram Bharti University Allahabad Uttar Pradesh, India.
- ❖ 13 Years qualitative experiences in Sales & Marketing. Business Development, Relationship Management and Client Servicing and maintaining channel partner for continuous presence in the market.
- ❖ Having experience of 5 state As-U. P (eastern U. P & Etawa). Bihar (Patna), U.K (Jolly grant. and Dehradun), Haryana (Sonapat, Panipat, Karnal, Kuruthetra, Yamunanagar) and Delhi (corporate and as well as gov.)
- ❖ Gained conceptual and practical knowledge in market analysis, to find out potential customer for the company, increasing sales revenues, developing profitable and productive business relationships.
- ❖ Strong knowledge of M.S. Office (word, excel, power point) Tally and internet application.
- ❖ A quick learner with the ability to meet deadlines and handle multiple priorities.
- ❖ A self-motivated team leader and player with strong analytical, interpersonal, communication with leadership skills.

### Proficiency Forte

- Market Research
- Customer Relationship Management
- Quality to maintain relation with channel partner
- Business Development
- Marketing communication
- Product Promotion
- Brand Management

## Organisational Experience

- Currently working in Polymed Medical Devices as a Area Business Manager in Vascular Division from 1<sup>st</sup> July 2024 to till date.
- Joined Start-Up in Health Care in Prayagraj U.P. (From-1<sup>st</sup> Sep23-June24).
- **BDM in Helmier From 1 Nov 2022-30<sup>th</sup> August 2023 as a Business Development Manager. Helmier - Handle the Legacy Smith Medical (Portex) Now ICU Medical Business in India and Some Products Developed by Helmier in Vascular access and Infusion Therapy Range.**
- **Area Manager in Polymed Medical Devices Since 8 May 2017 to 31<sup>st</sup> Oct 2022 in Vascular Access Devices Work as a Manager and Individual Both.**
- **Sr. Sales Executive in VYGON INDIA PVT.LTD. Since 14th April 2015 to April 2017. Work as an Executive and as a manager both.**
- Field Manager in **ROYAL LIFE CARE DIAGNOSTIC PVT.LTD.** Since December 2012 to March 2015. In OTC (B.P. Monitor, Glucometer, HB-Meter, Nebulizer, Thermometer, Vaporizer) And Critical Care Product (Bili test, Comal gum, Airstealizer, Vein finder).
- Sales Executive in **ACCUSTER TECHNOLOGY PVT.LTD.** SINCE JULY 2011 to November 2012. deal in Lab Product -as Biochemistry analyzer and all Lab consumable reagent, pipette, tips, incubator, centrifuge etc.

## Roles and Responsibilities

- Sale monitoring in different allotted territories.
- Conducting focal meeting and organize CNE in every month in hospitals to grow business.
- Ensuring doctor calls and regular follow up of hospital purchase department.
- Build up good working relationships across key doctor/ customers / supplier/ distributor areas in my working territory.

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## Achievements

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- Developed strong business relation in Institutional business.
- Successfully launched company products in the hospital.
- Over the **Thirteen Years** I have a proven ability to build new business relationships and new territories, and experience in developing business opportunities within existing market bases.

### **Webinar and Training -**

**1-Attend the webinar on Panel discussion on Flushing Practices. -on 10<sup>th</sup> Feb 2021.**

**2-Attend the webinar on I.V. Complication & CLABSI by Ms. Christena. -on 29thDec2020.**

**3-Attend the webinar on Transfusion Medicine, Critical Care, and Anesthesia Meet. On 20<sup>th</sup> aug2021**

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### ***TECHNICAL QUALIFICATION***

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- ***Diploma in Electrician Trade from Jaunpur (U.P.)***
- ***CCC from DOEACC society.***
- ***Diploma in Renewal Energy from NISE Lucknow.***

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### ***IT FORTE***

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- Six Month “Advance Diploma in Financial Accounting” from Realtech Computer Center, Allahabad in 2010.
- Participate in 30 Days e-Literacy Mission Course Organized by A Sanjeeo Technological System (P.) LTD. In 2010

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### ***Trainings/Workshop***

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- **Areva T&D India Limited Naini, Prayagraj, U.P.**

**Title: - “Supply Chain Management and Logistic”**

- **BHARAT PUMPS & COMPRESSOR LTD.**

**Title: - “Marketing Planning and Product Analysis of B.P.C.L”**

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### ***EDUCATION***

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- MBA in Marketing and Rural Management from Nehru Gram Bharti University Prayagraj UP.
- Graduation from University of Allahabad.
- 12<sup>th</sup> from UP Board, Sarswati Val Mandir Inter College Naini Prayagraj, U.P.
- 10<sup>th</sup> from UP Board, Madhav Gyan Kendra Intermediate College Prayagraj U.P.

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### ***Personal Dossier***

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<b>Date of Birth</b>	:	14 JULY 1984	:
<b>Last Cost to Company</b>	:	Rs. 7.84 Lacs /Annum	:
<b>Marital status</b>	:	Married	:
<b>Languages Known</b>	:	Hindi, English	:
<b>Nationality</b>	:	Indian	:
<b>Permanent Address</b>	:	INFRONT OF B.P.C.L. GATE NAINI PRAYAGRAJ (U.P.)	
<b>PIN CODE-</b>	:	211010	

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### ***Declaration***

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I hereby declare that the information furnished above is true to the best of my knowledge.

**Date:**01-07-2025

**Place:** -Lucknow

(MANGAL GIRI)