

VIPIN KUMAR JAIN

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Seeking assignments in Sales & Marketing, Business Development and People Management with leading organisations.

FUNCTIONAL SKILLS

Sales & Marketing

Business Development

People Management

Strategic Imperatives/

Budget Management

- ❖ A dynamic professional with **15 years** of experience in Sales & Marketing, Business Development & People Management.
- ❖ Presently working with **BAXTER INDIA PVT. LTD.** as a **Sales Manager, North India in Advanced Surgery** segment.
- ❖ A keen performer with proven abilities in implementing strategies to augment business and promote products for business excellence.
- ❖ Sound conceptual knowledge base of marketing sector with strong grip over analysis and problem-solving techniques in the same.
- ❖ Proficient in carrying out Marketing Operations with focus on accomplishment of the company's mission & profitability targets.
- ❖ Good communication, analytical, people handling & interpersonal skills with the ability to work in a dynamic environment.

Areas of Exposure

Business Development

- ⇒ Driving sales initiatives and achieve desired targets with overall responsibility of ROI and explore marketing avenues to build consumer preference & drive volumes.
- ⇒ Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business.
- ⇒ Analyzing & reviewing the market response/ requirements and communicating the same to the marketing teams for coming up with new strategies.

Sales & Marketing Operations

- ⇒ Implementing Marketing strategies and sales plans to achieve designed targets.
- ⇒ Conceptualizing and implementing sales promotional activities such as corporate meets, Conferences & demonstrations as a part of brand building & market development effort.
- ⇒ Organizing promotional activities & customer academic programs (FGD) for enhancing market visibility, Building KOLs and increasing market share.

Strategic Imperatives

- ⇒ Drive the right segmentation & targeting in the region with focus on driving growth.
- ⇒ Drive Profitability by managing SGP & Operative income with Balanced Product portfolio.
- ⇒ Exploring & establishing new products & therapies by executing right GTM plans.

People Management

- ⇒ Reviewing & Managing Team performance through BOOST, Coaching & Providing development inputs.
- ⇒ Ensuring target achievement by team members by closely monitoring them.
- ⇒ Managing smooth recruitment, onboarding of new candidates, coach & monitor team on ethics compliance.
- ⇒ Groom & promote internal talent for larger responsibilities and projects to drive motivation and accountability.

Career Contour

1. Working since Jan 2022 to till date with BAXTER INDIA PVT. Ltd. As Sales Manager.

Accountabilities:

- ⇒ Currently Handling Advanced Surgery Business for North India.
- ⇒ Earlier 2 Years managed Advanced surgery Business for North India, East India & Bangladesh.
- ⇒ Handling Team of ASMs for region wise for optimizing Business opportunities.
- ⇒ Managing Topline with Good SGP & OI with Right product mix, Portfolio management.
- ⇒ Nurturing Top talent of Team for internal growth opportunities by closely working upon their IDPs.

2. Working since May 2016 to Dec 2021 with BAXTER INDIA PVT. Ltd. As Sr. Assistant Manager.

Accountabilities:

- ⇒ Handling Advanced surgery business for Delhi NCR, Gurugram and Rajasthan.
- ⇒ Handling Key stakeholders for company profitability.
- ⇒ Generating revenues through attending regular surgeries and customized engagement with surgeons.
- ⇒ Working in GOVT.(Army, AIIMS,SMS) as well as Key Corporate accounts(Medanta, Fortis,NH)

3. since December 2010 to May 2016 with Johnson & Johnson Ltd. As DISTRICT MANAGER

Accountabilities:

- ⇒ Meeting with Doctors and giving presentations to them.
- ⇒ Handling Stockiest for company profitability.
- ⇒ Handling business generation for **Delhi, UP & Uttarakhand** by planning and conducting Campaigns activities.
- ⇒ Worked in GOVT. as well as corporate accounts.

4. Since June 2010 to December 2010 with Panacea Biotec Ltd.

Accountabilities:

- ⇒ Meeting with Doctors and giving presentations to them.
- ⇒ Handling Stockiest for company profitability.
- ⇒ Handling business generation for West Delhi by planning and conducting Campaign's activities.

Achievements

- ⇒ **Best trainee** award in Panacea Biotec Ltd.
- ⇒ Got 2 times **TRUMPH** awards IN JOHNSON & JOHNSON LTD.
- ⇒ **Team Excellence** Award in JOHNSON& JOHNSON LTD.
- ⇒ **GM Club (2017)** and **Super Star Sales Champion (2017)** award in Baxter.
- ⇒ **Cultural Lever** award in Baxter in 2018.
- ⇒ **GM CLUB, Master Blaster and APAC Cultural Lever** Award in Baxter in 2019.
- ⇒ **Sales Manager, Region of the year & people Manager of the Year** award in Baxter in 2022.
- ⇒ **Ethics & Compliance** ambassador for North India in 2023.
- ⇒ 5 Times won **Sales Manager of the Month** in 2023 at Baxter India.
- ⇒ Nominated for **Leadership Excellence Award** at APAC Advanced Surgery for 2023.
- ⇒ **2 ASMs Promotion** to Lead Sales from my team in past 3 Years as Manager.
- ⇒ Won **People Manager of the Year** award in Baxter India in **2024**
- ⇒ Worked for **Corporate Communication** Project in 2024 for Baxter India.
- ⇒ Won **Leadership Excellence** Award at APAC Advanced Surgery for 2024.

Educational Qualification

PGDM (Marketing and Finance) Full Time (74%)
DPC-IM Dwarka New Delhi.

Bachelor in Science- Biotechnology (75%)
Apex Institute of Management & Science, Jaipur (Raj.)

Personal Details

Name	: VIPIN KUMAR JAIN
Date of Birth	: 22 nd September 1987
Nationality	: Indian
Language Known	: Hindi & English
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NEW DELHI
DATE -

VIPIN KUMAR JAIN