

## VIPIN KUMAR JAIN

E-Mail: vipin.1987@yahoo.com,  
Contact: +91-8802109204

**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

<b>Name</b>	: VIPIN KUMAR JAIN
<b>Date of Birth</b>	: 22 <sup>nd</sup> September 1987
<b>Nationality</b>	: Indian
<b>Language Known</b>	: Hindi & English
<b>Contact Address</b>	: Flat No 92, Bharat Apartment Sector-16B, Pocket-3C, Sector-16B, Dwarka New Delhi-110078
<b>Contact No.</b>	: 8802109204.

---

**NEW DELHI**  
**DATE -**

**VIPIN KUMAR JAIN**