

GAURAV GUPTA

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CAREER OBJECTIVE

To secure a challenging position in a reputed organization that provides opportunities for professional growth, learning, and contribution, while utilizing my skills in sales, marketing, and business development to achieve organizational as well as personal success.

SYNOPSIS

- Dynamic and result-oriented professional with extensive experience in Strategic Planning, Business Development, Sales & Marketing, Product Promotion, Relationship Management, Training, and Team Leadership.
- Currently working with Medicare Hygiene Limited, New Delhi as Area Sales Manager.
- Skilled at analyzing market trends, formulating strategies, and driving sales to maximize profitability.
- Strong expertise in Corporate Sales, Retail Sales, Business Expansion, and Team Management.

WORK EXPERIENCE

Medicare Hygiene Limited – New Delhi

Area Sales Manager (May 2023 – Present)

- Spearheading business development and marketing of healthcare products with focus on new product promotion, dealer/distributor network expansion, and strategy implementation.
- Handling accounts of major hospitals such as AIIMS, Safdarjung, RML, Lady Harding, LNJP, Max, Ganga Ram, and others.
- Achieving sales targets through primary & secondary sales, lead generation, and customer conversion.
- Providing product training and technical guidance to doctors, OT staff, and purchase teams.

Healonn GlobalMed / Achieva Healthcare, KCI

Area Sales Manager (Feb 2019 – Apr 2023)

- Managed hospital accounts across Delhi-NCR, building strong relationships with doctors and purchase departments.
- Conducted product demonstrations, prepared quotations, and handled after-sales service.
- Participated in seminars and exhibitions for product promotion.
- Handled accounts like Max Hospitals, Yashoda Hospital, AIIMS, Safdarjung, RML, Lady Harding, and others.

Modex International Securities Ltd.

Business Development Manager (Oct 2013 – Feb 2019)

- Generated revenue growth by developing marketing plans and advising clients on equity trading.
- Provided investment strategies using technical analysis to ensure maximum returns.
- Managed both corporate and retail sales portfolios.

SSJ Finance & Securities Pvt. Ltd., New Delhi

Manager – Business Development (Jul 2011 – Jan 2013)

- Led a team of Sales & Relationship Managers for Delhi & NCR.
- Acquired new franchisees and business associates.
- Managed client relationships and developed new business opportunities.

Unicon Securities Pvt. Ltd.

Manager – Equity Advisory (Jan 2008 – Jun 2011)

- Conducted corporate meetings, sales, and franchise acquisition.
- Provided financial advisory services to clients based on market analysis.
- Conducted training sessions on investment products and market updates.

COMPUTER PROFICIENCY

Operating Systems: Windows (98, 2000, XP), Linux

Applications: MS Office (Word, Excel, PowerPoint)

ACADEMIC QUALIFICATION

Bachelor of Commerce (B.Com)

PERSONAL DETAILS

Date of Birth: 09 August 1987

Marital Status: Married

Languages: English, Hindi

Address: 1/1777, Moti Ram Road, Shahdara, Delhi-110032

Interests: Traveling, Music

DECLARATION

I hereby declare that the information given above is true to the best of my knowledge and belief.

Place: Delhi

Name: Gaurav Gupta