

UMESH PRAKASH SHARMA

National sales manager

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Profile Summary

Accomplished National Sales Manager successful at cultivating and leading high-performance teams. Bringing 21- year history of exceeding sales benchmarks, maximizing profits and acquiring valuable new customers.

Mentored over 144 sales professionals for significant market growth. Expert in cross-functional collaboration and forecasting, consistently enhancing customer satisfaction and business outcomes while managing all India business for hospital care. Known for establishing strong partnerships with channel partners for seamless distribution of products across various regions. Oversaw annual budget planning to ensure alignment with corporate objectives and resource allocation optimization. Results-driven sales professional adept at strategic planning, client relationship management, and revenue growth. Analyzes market trends and implements effective sales strategies.

Key Skills

- Team leadership
- Strategic business development
- Strategic account management
- Strategic sales planning
- Sales process optimization
- Cross-functional teamwork
- Talent acquisition
- Revenue enhancement

Work History

- NATIONAL SALES MANAGER**, 01/2024 - Current
Bbraun Med, Mumbai
- Managed national sales programs, supervised 144 sales representatives, and evaluated KPIs for development opportunities.
 - Developed and implemented effective sales strategies and led nationwide sales team members to achieve sales targets.
 - Analysed industry trends to maintain a competitive edge in pricing strategies and product offerings.
 - Established a high-performance culture by setting clear expectations, providing ongoing feedback, and rewarding top performers.
 - Expanded market share by identifying untapped markets and devising tailored strategies to target them effectively.
 - Achieved consistent year-over-year growth in both revenue generation and territory expansion through strategic planning and execution.
- ZONAL SALES MANAGER**, 10/2020 - 12/2023
Bbraun Med, New Delhi
- Manage the team 40 people with CAGR of 35% revenue Ach and grown the zone significantly in last 3 years.
 - North zone bagged no 1 zone consecutive 3 years in a row with exit run rate of 1150 mINR business.

- Managed a diverse portfolio of accounts, ensuring consistent revenue generation from multiple sources.
- Provided regular feedback to senior management on market trends, recommending adjustments to business strategy as needed.
- Conducted comprehensive product training sessions for sales staff, enhancing their knowledge and skills.

REGIONAL SALES MANAGER, 07/2018 - 09/2020

Johnson & Johnson, New Delhi

- Managed a team of 15 regional sales representatives and consistently delivered 65 Cr business sales targets.
- Responsible for DePuy Synthes in establishing the regional strategic accounts function for medical devices.
- Grow share of wallet across all divisions of the organization in the identified accounts.
- Initiate and execute strategic account planning for regional corporate accounts.
- Developed and maintained positive relationships with clients in assigned sales territories.

ZONAL MANAGER, 04/2015 - 06/2018

Johnson & Johnson, Lucknow

- Responsible to drive the Ethicon & Ethicon Endo surgery business under new GTM in UP state & managed a team of 10 sales representatives and consistently delivered 50 Cr business sales targets.
- Designed and implemented a mentorship program for my team to encourage personal and professional enrichment of the team.
- Formulated winning strategy for state and successfully implemented them to yield desired outcome.
- Gained market share by enabling inorganic growth through new customer acquisition.
- Established a customer-centric culture within the zone, leading to improved customer satisfaction ratings and repeat business.

DISTRICT MANAGER, 10/2012 - 03/2015

Johnson & Johnson Medical India, Rajasthan & Haryana

- Managed life scan business.

ASSISTANT DISTRICT MANAGER, 03/2011 - 10/2012

Johnson & Johnson Medical India, Jaipur

- Managed life scan business.

PRODUCT SPECIALIST, 04/2008 - 02/2011

Johnson & Johnson Medical India, Jaipur

- Managed life scan business.

SCIENTIFIC SALE OFFICER, 04/2006 - 03/2008

Serdia Pharmaceuticals, Jaipur

- Managed diabetic & cardiac portfolio.

MARKETING EXECUTIVE, 04/2003 - 03/2006

Lupin Ltd., Jodhpur

- Managed diabetic & cardiac portfolio.

Education

Bachelor Of Science
Rajasthan University - Jaipur, 01/2003

APSM Program: Sales & Marketing
IIM-C - Calcutta, 01/2011

'O' Level: INFORMATION TECHNOLOGY (IT)
Doeacc - Jaipur
one-year duration certification program recognized by the Ministry of Human Resource Development, Government of India.

Languages

HindiEnglish

Personal Information

Date of Birth: 05/02/81

Training

- Integrity Selling
- Coaching
- SMDP
- Image Management

Mailing Address

Flat no 204, tower 6, Mangalam Ananda, dadu dayal nagar, Jaipur, Rajasthan, 302029

Personal Details

Date of Birth: 1981-05-02