



Rupesh Mishra



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Objective

To work in a dynamic and growth-oriented environment that fosters professional success, where I can effectively utilize my skills, experience, and knowledge to contribute to the organization's goals.

Skills

- Strategic Sales & Marketing • Team Leadership & Training • Trade & Institutional Sales • Problem Solving & Decision Making • Product Launch & Promotion • Relationship Management • Territory Expansion

Experience

August 2025 - till date.

Medworks India Pvt. Ltd.

Product Manager

Area Covered- Mumbai & Gujarat (Trade and Key Accounts Business)

Product Handling – Endo staplers range (Fulbright) & Mesh (DynaMesh).

Panther Healthcare

Zonal Business Manager

Area Covered- Mumbai & Gujarat (Trade and Key Accounts)

Product Handled – Endo staplers including Powered and manual, Circular, Hemorrhoids, Open linear cutters etc.

Abbott India Ltd

Therapy Business Manager

Area Covered – Mumbai (Miraroad to Dahanu).

Product Handled – Brands like Cremaffin, Cremaffin Plus, Ganaton range, Pankreoflat, Librax etc.

Glenmark Pharmaceuticals

Field Sales Officer

Area Covered- Goregaon to VileParle.

Specialty Covered- GP, Phy and Cardio.

Brands Handled – Telma, Razel, Asar etc

Sept 2019 – Aug 2024.

Dec 2015 – Sept 2019.

July 2013 –
December
2015.

BSN Medical Pvt. Ltd.
Sales Executive
Area Covered – Jogeshwari to Bandra.
Specialty Covered- Sur, Ortho and Gynaec.

Projects

- **Go-To-Market Strategy**

Entrusted with the development and execution of go-to-market plans for Fulbright and DynaMesh products in the entire West Region.

Achievements & Awards

- Best Salesperson – All India for NPI sale of Asar brand (Glenmark Pharmaceuticals): Recognised as the top performer for two consecutive years, 2016 & 2017 • Consecutive budget achievement for entire tenure in AIL. Star awards for 2020 – 2023 with AIL. All India highest conversions and OT attended with Panther India. Continuous secondary increment month on month with Medworks India.

Activities

- Key Initiatives & Engagements: • Organized Nurses Training Program with Jaslok, Breachcandy, Wockhardt. Led and facilitated impactful discussions to enhance clinical knowledge and engagement. • Inservice Program (ISP)- Successfully launched ISP activities in nursing homes, focusing on clinical training and product support to improve surgical outcomes. • Trained OT and Ward Staff- Designed and delivered hands-on training session for operation theatre and ward staff strengthening products usage compliance and improving procedural efficiency.

Interests

- Playing Cricket • Listening to Music • Public Speaking & Networking

Education

2011	University of Mumbai B.Sc. in Chemistry
2008	Maharashtra Board HSC
2005	Maharashtra Board SSC

Personal Details

- Date of Birth : 20/02/1990

Languages

- English, Hindi, Marathi.

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