

CURRICULUM VITAE

Shiva Shankar Sarode.
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Professional interest:

A Challenging assignment in sales / business development, with the opportunity for professional growth based upon the performance that will utilize my abilities developed through education & experience.

Areas of Expertise

- ✓ Persuasive selling
- ✓ Team management
- ✓ Key account management
- ✓ Analytical skills.
- ✓ Channel sales.

SKILLS SUMMARY:

- **15 Years of Experience in the field of Sales and Marketing with the verticals of Telecom, Pharma, Surgical & Critical care.**

Academic Qualification:

- Bachelor of Arts from Osmania University in 2006.

CAREER HIGHLIGHTS:

- **A.B. Industries. (MAX Ventilators): As a Area Sales Head.
(From March 2018 To Till Date.)**
- **Sangam Health Care Products Limited: As a Territory Sales Manager.
(From February 2013 To January 2018.)**
- **H & H Pharmaceuticals: As a FSO (From March 2011 to January 2013.)**
- **Meta Max Communications Ltd: As a Team Leader (From Jan 2010 to Feb 2011.)**
- **Tata Communications Internet Services Ltd. (VSNL): As a Sales Executive.
(From August 2006 to December 2009.)**

PROFESSIONAL EXPERIENCE:



- ❖ **Organization: A.B. Industries. (MAX Ventilators)** (Telangana & Andhra Pradesh)
- ❖ **Period: From March 2018 To Till Date.**
- ❖ **Position: Area Sales Head.**

A.B. Industries. is one of the leading company which is into Manufacturing of Ventilators and the Brand Name is **MAX**.

Accountabilities:

- Meeting with Distributors and Discuss the Monthly planning, Leads, Closers & Targets.
- Giving field support to distributors field officers how to approach the Hospitals and Anesthesia Doctors to Achieves their targets.
- Meeting to the Anesthesia Doctors and ICU Doctors with our Products and Specifications.
- Conducting Product Demo's to the Anesthetist Doctors along with the ICU Doctors to Briefing Product and Specializations'.
- Taking feedback from the consult doctors. And submitted to the company.
- Interaction with Purchase Managers and giving Quotations.
- Regular co-ordination with Anesthetist Doctors and Purchase, Accounts departments.
- Generation of leads from different sources.
- Making cold calls and follow-ups.
- Appointing Distributors and Freelancers in New Territory and Regular Meeting with them.
- Updating Management regarding my Minutes of Meeting with Dealers & Clients.
- To generate the leads from present clients references.
- Updating the client's requirements to the management (Operations Department).

Achievements:

- Converting Corporate & Trade hospitals month on month.
- Achieve the targets products wise.
- Motivate The Distributors Sales Team to achieve their sales.



- ❖ **Organization: Sangam Health Care Products Limited.** (Hyderabad & Part of Telangana)
- ❖ **Period: From February 2013 To January 2018.**

❖ **Position: Territory Sales Manager.**

Sangam Health Care is one of the leading company which is into Manufacturing of Surgical Disposables and the Brand Name is **Sahti**.

Accountabilities:

- Marketing of disposable IV sets and syringes to corporate and Trade hospitals.
- Emphasizing focus on the promotion of specialty products.
- Meeting to the Doctors and Duty Doctors with our Specialty Products.
- Conducting CME programs to the Para-medical staff.
- Interaction with Purchase Managers and giving Quotations.
- Regular co-ordination with logistics and Accounts departments.
- Generation of leads from different sources.
- Making cold calls and follow-ups.
- Regular Meeting with Distributors and discuss the Targets.
- Updating Management regarding my Minutes of Meeting with customers.
- Reporting to my Manager about my days plan.
- To generate the leads from present customers references.
- Updating the client's requirements to the management (Operations Department).

Achievements:

- Converting Corporate & Trade hospitals month on month.
- Achieve the targets products wise and Area Wise.
- Motivate The Distributors Sales Team to Achieve there sales.



HEGDE & HEGDE PHARMACEUTICA LLP

❖ **Organization: H&H Pharmaceuticals - F. S.O (Based at Hyderabad – A.P.)**

❖ **Period: March 2011 to January 2013.**

- I was joined as a Field Sales officer in Dermatology Division.
- I Looking after Hyderabad Division
 - Conducting Product Demo's to the Anesthetist Doctors along with the ICU Doctors to Briefing Product and Specializations'.
 - Taking feedback from the consult doctors. And submitted to the company.
 - Interaction with Purchase Managers and giving Quotations.
 - Regular co-ordination with Anesthetist Doctors and Purchase, Accounts departments.
 - Generation of leads from different sources.
 - Making cold calls and follow-ups.

- Appointing Distributors and Freelancers in New Territory and Regular Meeting with them.
- Updating Management regarding my Minutes of Meeting with Dealers & Clients.
- To generate the leads from present clients references.
- Updating the client's requirements to the management (Operations Department).



- ❖ **Organization: MetaMax Communications Ltd. (RAILTEL)**
- ❖ **Period: From January 2010 To February 2011.**

Accountabilities:

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- Handling corporate sales Division as well as a team of 10 executives and reaching their target goal.
- Interacting with domestic and corporate customers and handling their queries and convert a potential lead into a customer.
- Installations of internet at potential customers when shortage of technical engineers.



- ❖ **Organization: Tata Communications Internet Services Ltd. (VSNL)**
- ❖ **Period: From August 2006 to December 2009.**

Accountabilities:

- Direct Sales through leads & cold calls
- Handling the Corporate sales accounts & SMEs.
- Maintaining day to day sales reports.
- Developing the product image in new markets.
- Concentration on competitor activities.
- Priority to corporate Accounts.
- Conducting Training & Motivating the Team.
- Adherence to targets & achievements

Personal Profile:

- Name : SHIVA SHANKAR SARODE.
- Father's Name : NAGENDER (Late).
- Date of Birth : 23rd November 1983.
- Marital status : Married.
- Languages known : English, Hindi, Telugu, Marathi.
- Hobbies : Listening music, watching movies and Playing carroms.

Declaration:

I hereby declare that the above mentioned, particulars are true and correct to the best of my knowledge and belief.

Place: Hyderabad

(SHIVA SHANKAR SARODE)

Date: