CURRICULUM VITAE

## Shiva Shankar Sarode.

**H-No 30-280/1, Cont No: 9246 96 71 72**

**Chandragiri colony, Email:** [**shivass**](mailto:shivass1983@gmail.com)[**1983@gmail.com**](mailto:1983@gmail.com) **Malkajgiri, Hyderabad: 500056.**

**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 withthe 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 filed 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 andSpecializations’.
  + Taking feedback from the consult doctors. And submitted to the company.
  + Interaction with Purchase Mangers 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 **Safti.**

## 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 Mangers 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 Distributers and discus 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.



* **Organization: H& HPharmaceuticals - 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 Mangers 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:**

**:**

* + Handling corporate sales Division as well as ateam 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 competitoractivities.
  + Priority to corporateAccounts.
  + 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: