

AMITABHA GHOSH Premium CV Featured Resume

General Manager seeking roles in Sales, Marketing, Channel Management, Channel Sales, Key Account Management, Brand Management, Business Development, Customer Service, Business Growth, Issue Resolution, Customer Satisfaction, Relationship Management

Current Designation: General Manager(Sales & Marketing)

Current Company: Allen Laboratories

Current Location: Kolkata

Pref. Location: Chandigarh, Delhi / NCR, Kolkata

Functional Area: Sales / BD

Role: Head/VP/GM/National Mgr -Sales

Industry: Pharma/Biotech/Clinical Research

Marital Status: Married

Total Experience: 30+ Year(s)

Notice Period: 15 Days or less

Highest Degree: MS/M.Sc(Science) [Chemistry]

Key Skills: General Manager, Head/VP/GM, Sales, Marketing, Channel Management, Channel Sales, Key Account Management, Brand Management, Business Development, Customer Service, Business Growth, Issue Resolution, Customer Satisfaction, Relationship Management

Verified : Email - id

ID: 29a96c1a23cb628143 Last Active: Jul-Sep 2020 Last Modified: Jul-Sep 2020

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[Summary](#)

A dynamic professional with 34 years of experience in Sales & Marketing, Channel Management, Key Account Management, Brand Management & Business Development in Healthcare industry

Proficient at providing value added customer service by resolving customer issues & ensuring their satisfaction

Deft in conducting competitor analysis by keeping abreast of market trends & competitor moves

Adept in identifying prospective clients from various sectors & generating business from the existing

Skilled in monitoring distribution networks to ensure ready availability of the services at all times and training partners to accomplish set revenue and business targets

An effective communicator with excellent relationship building & inter-personal skills

Work Experience

Allen Laboratories as General Manager(Sales & Marketing)

Jul 2017 to Till Date

Reporting to : Chairman of the Group.

Reporting to me : 04 Zonal Managers.

Total Team Structure in Field : 15 Area Managers

: 101 Sales Officers and Sales Representatives

Total Staffs in Office : 02 Accountants, 02 Distribution Managers, 04 Office Staffs

Total Sales per month : Rs. 140 lacs. (average)

Celsius Healthcare Pvt Ltd as Vice President(Sales & Marketing)

Jul 2016 to Jul 2017

Reporting to : Director Operation.

Reporting to me : Two Zonal Sales Managers, 06 (Six) Regional Managers and others.

TTK Health Care Ltd. as General Manager

Nov 2002 to Jul 2016

(Joined as Sales Manager, East Zone & rose to the position of Deputy General Manager,East Zone and further to General Manager, Half Of India)

Reporting to Me : 02 DGMs, 12 RMs, 36 AMs and 180MRs

Reporting to : VP Sales and Marketing.

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Education

UG: B.Sc (sales and marketing) from Calcutta University in 1982

PG: MS/M.Sc(Science) (Chemistry) from Calcutta University in 1982

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Languages Known

Language	Proficiency	Read	Write	Speak
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English				
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Hindi				
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Bengali				
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