

Deepinder Singh Bhunvara.

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To thrive on challenging assignments in a dynamic & professional environment that would bring out the best of my abilities in terms of analytical skills, work experience and aid me in achieving my pursuits to get to the pinnacle of the organization I am associated with.

PROFESSIONAL PROFILE

A result-oriented professional with more than ten years of experience into business development & sales.

- ☞ *B.Com Graduate from (Mumbai University).*
- ☞ *Post Graduation Diploma in Business Administration. (Edinburg University. London)*
- ☞ Well versed with the concepts of - Business Development strategies, sales & manufacturing.
- ☞ Possesses keen interest in Market research /Business Development /Analysis / for pharmaceutical and chemical Industries.
- ☞ Demonstrated analytical skills with proven expertise in Business Development strategies and Sales.
- ☞ Gained exposure in developing business and generating sales for the business.
- ☞ Proficiency with Windows, MS Office /Internet Browsing/Key word searches.
- ☞ An effective communicator and team mate with analytical and problem solving skills.

CAREER HIGHLIGHTS

Jan 2007 till March 2010 HI TECH ENGINEERS PVT. LTD.
Asst. Sales Manager / Product Manager

- Generate leads and setting appointments with prospective clients.
- Implementing Business Development Strategies.
- Looking after day to day production and ensuring smooth running of the product.
- Getting maximum output in production.
- Attending meetings and getting business from various Pharmaceutical & Chemical Company.
- Attending various exhibitions on Pharmaceuticals & Chemical perspective.
- Understanding requirement and sourcing vendors to implement the project.
- Working on strategies to develop business and further penetration into the market.
- Managing client relations by communicating with them via emails and telecom.
- Making presentations on project-basis.
- Finalizing export order and manufacturing machineries under CE & other export guidelines.
- Preparing documentation for exporting of Pharmaceutical & Chemical equipment.

April 2010 Till July 2013
Business Development Manager.

PRINT PACKS PVT. LTD.

- Generate Sales leads and setting appointments with prospective clients.
- Implementing Business Development Strategies.
- Attending meetings and getting business from various Sector.
- Attending various exhibitions to focus on productive client.
- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Seeking reliable [vendors](#) or suppliers to provide quality goods at reasonable prices.
- Negotiating prices and contracts.
- Determining quantity and timing of deliveries (more commonly in small companies)
- Locate vendors of materials, equipment or supplies, and interview them in order to determine product availability and terms of sales.

Aug 2013 till Sept 2014 - MATRIX CELLULAR INTERNATIONAL SERVICES PVT.LTD.
Deputy Manager Sales.

- Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
- Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximizing business relationships and creating an environment where customer service can flourish.
- Responsible for managing the sales team, developing a business plan covering sales, revenue, and expense controls, meeting agreed targets, and promoting the organization's presence.
- Responsible for monitoring the performance of the sales team by establishing a system of reports and communications involving sales reports, cyclical sales meetings, sales newsletters and electronic bulletins.
- Plan and implement a specific appraisal system that describes the responsibilities and performance standards for each member of the sales team, set individual territory sales and commission targets and administer the commission plan.
- Personally observe the performance of the team members in the field on a regular basis.
- Provide high standards of ongoing training to the team so that they possess sufficient knowledge to present information on the company's products in an accurate and balanced manner.

September 2014 Till date – HFA SOLUTIONS PVT. LTD.
Sr. Territory Manager.

- Driving revenue through new client acquisitions from Health care Industry.
- Selling online portals to Doctors, Labs, Hospitals with team.
- Managing a team of Assistant Sales Managers & Executives responsible for new business as well as manage select strategic accounts themselves.
- Provide weekly and monthly sales action plan to manager, reflecting the activities required in each account to achieve sales objectives
- In-depth understanding of customer needs to identify sales opportunities
- Responsible for maintaining/gaining market share in the territories handled as per plans
- Creatively plan for expansion of challenging territories and conversion of difficult accounts
- Develop and maintain strong relationships with all levels of customers
- Develop key opinion leaders in the region and make engagement plan with them.
- Maintain optimum call cycles to build customer relationships.
- Expert knowledge of product's features, benefits, correct product application and usage, anatomy, physiology and medical procedure, knowledge, through practical experience, training programs, and learning from key end-users
- Analyze market trends, identify threats and opportunities and recommend and implement strategies and plans to address them

EDUCATION:

SSC

HSC

B.Com Graduate.

Post Graduation Diploma in Business Administration from Edinburg University. London.

EXTRA CURRICULAR ACTIVITY:

- ☐ Won various medals and trophies for sports activity in school and college.
- ☐ Taken part in various elocution, debates and training session at school, college and work.

IT SKILLS

- ☐ Proficiency with Windows, MS Office and Excel.
- ☐ Corel Draw
- ☐ Adobe Photoshop
- ☐ Internet Application.

Languages Known

- ☐ English
- ☐ Hindi
- ☐ Punjabi
- ☐ Marathi

PERSONAL DETAILS:

Marital Status : Married

Date of Birth : 23 June 1982

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