Chandan Das

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Business Associate

Summary Rich Multitasking and Adaptive Sales and Team Management experience in Pharmaceuticals, Medical Device, Stem cell industry. Therapy Areas -Gastroenterology, General Medicine, Central Nervous System, Diabetes Metabolic disorders, Orthopedics (viscosupplementation Pain Management Medical Device.

PROFESSIONAL EXPERIENCE

Evolko Systems Pvt Ltd Gujarat |Dec-20- Present

Sales Manager

Key accounts, Digitalisation of clinical process, Point of Care.

Artificial intelligence, Machine Learning.

Alec Meditech Pvt Ltd

Business Associate Gujarat | Jun '20 – Nov 20

Sales, Marketing , Key account management Administration Customer Service

Orthopedic Biologics, Medical Device, Orthosis Sales, Marketing, Service.

Stemcyte India Therapeutics Pvt. Ltd.

Sales Manager Gujarat | Jan '20 - Jun '20

Sales and Marketing

Lead the Team for selling Highest revenue plan in the region thereby enhancing profitability .

Oversee the operations of multiple office, store or business branches ,Guide, train and manage lower-level management and supervisors ,Prepare performance reports for presentation to upper administration, Organize and implement training programs for staff in the entire region.

Stemcyte India Therapeutics Pvt. Ltd.

Manager -Training & SFE Gujarat | Apr '19 - Dec '19

Education ,Training , Sales, Induction,Training Calender, Individual Development Plan

Sales Management, Training, Induction, Customer Relationship Management, B to B, B to C, Communication, Persuasion, Enablement, Incentives, Motivation, Dashboard, Expense Management. Key Account Management, Brand building, Team Motivation, Team Management.

Stemcyte India Therapeutics Pvt. Ltd.

Regional Sales Manager Gujarat | Sep '18 - Mar '19

Sales Stemcell banking, Key accounts , Premium concept selling. Team Managment

Building, Recruitment, Communication,

Sanofi Genzyme

Manager Super Speciality Indore ,Gujarat | Apr '15 - Aug '18

Sales , Key accounts .

* Sales Target Achievement - Achieve area sales targets: monthly, quarterly and annually.
* Inventory Control Sales Operations, Process Adherence, Market Intelligence, Brand , Relationship Building .

Sanofi Genzyme

Senior Clinical Science Associate Indore,Gujarat | Aug '10 - Mar '15

Key Account Management

MSD

Territory Business Manager Lucknow | Sep '08 - Jul '10

Sales - Diabetology Launch and Establishment of new Drug.

Sanofi

Scientific Sales Executive Lucknow | Oct '06 - Sep '08

Sales , Key Account Management

Therapy area covered was central Nervous system

Torrent Pharmaceuticals Ltd

Medical Representative Lucknow | Jan '04 - Sep '06

Sales - Gastroenterology.

EDUCATION

Mumbai University Mumbai

Bachelor of Science, Chemistry Mumbai | Sep '99 - Jun '02

Bachelor

Ahmedabad Management Association

Train the Trainer Work Shop Ahmedabad | Apr '19 - Apr '19

Workshop for Organizing coaching , pedagogy

HONORS & AWARDS

**Employee of the month**

Jul 2019 - execution of crm activities, streamlining of customers in portal.

**Monthly sales achievement product** -topcid

Apr 2004 - recognition for high sales for the month of brand topcid

**Monthly sales achievement**

Apr 2004 - 120% of monthly target sales achievement

**Monthly sales achievement** - product

Jul 2004 - recognition for high sales achievement for product one up, alprax

**Top performer** - mosid

Sep 2004 - high performance for the product mosid in august 2004

**Monthly sales achievement** - balacol

Sep 2004 - surpassed the monthly target of product balacol and novel formulations for uc.

**Monthly sales achievement** toroxx

**Monthly sales achievement** - diclogesic

Apr 2004 - surpassed the monthly target for diclogesic brand

**Monthly sales achievement** - domstol o/rd

May 2004 - surpassed the monthly target for brand domstal

**Top performance -** moxif

Oct 2005 - top sales performance for moxif brand

**Vijeta of the month**

**Yodha** of 2012

**Jan 2013 - top performer for the year 2012 annual award**