Jigar Vishavadiya

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***Seeking middle level managerial assignments in Sales/ Marketing / Product Management in the Health care industry with in Gujarat.***

**AN OVERVIEW**

* Innovative professional with **12 years and 7 months**  of experience in Sales & Marketing, Business Development, Product Management in Healthcare industry.
* ***Currently associated with Healthware Pvt Ltd.-*Ahmedabad as Assistant Sales Manager.**
* Strong organiser, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics.
* An enterprising leader with proven abilities in leading teams towards the achievement of organisational goals and industry best practices.

**PROFICIENCY OVERVIEW**

**Business Development**

**Institutional Sales**

**Channel Management**

**Distribution Management**

**New Product Launch**

**Team Management**

* Managing sales & marketing of entire range of products and ensuring the minimum profit objective of the company.
* Analyzing & reviewing the market response / requirements and communicating the same to the sales teams for accomplishment of the business goals.
* Developing and implementing marketing plans designed to assure achievement of volume, quality, market share and profit objectives.
* Managing sales & marketing operations; conducting various sales promotional activities as a part of brand building effort.
* Identifying and networking with financially strong & reliable partners; resulting in deeper market penetration and improved market share.
* Appointing channel partners; evaluating their performance and monitoring their sales and marketing activities.
* Meeting the inventory requirement as per demand and presenting the same to the top management.
* Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth sales operations.

**SCHOLASTICS**

2008 Diploma in Electrical Engineering from L.E College Of Engineering - Morbi under TEB Gandhinagar Gujarat

2006 Electrical Service Technician TEB at C.N Technical Centre (SCVT)

2003 Information Technology and Electronic Systems Maintenance at Kubernager ITI (NCVT)

**EMPLOYMENT NARRATIVE**

* **Since 18th Nov,2019 working with Healthware Pvt Ltd - Ahmedabad as Assistant Sales Manager**
* Generate business from new upcoming Project, Replacement and expansion of existing unit.
* standalone representative for business of the Urology Equipment such Urology Laser Machine , ESWL ,BK Ultrasound , EMS Lithoripsy Machines and even Boston consumables for Urology application
* Managing CME/Workshop campaigns for products.

Including business plan, sales & marketing strategy.

* Evaluating new opportunities, demand, customer needs and insights.
* Handle entire Gujarat from Ahmedabad
* **4th June ,2018 to 26th Oct ,2019 working with BET Medical Pvt Ltd.-Ahmedabad as Area Sales Manager.**

**Accountabilities**

* Managing CME/Workshop campaigns for products.
* Appointing new business partner for new product launch by company in C-arm ,Mamography ,DR and OR segment. Including business plan, sales & marketing strategy.
* Apart from this business, standalone representative for other business

units of the company including OT lights and OT tables in surgical business unit.

* Evaluating new opportunities, demand, customer needs and insights.
* Handle entire Gujarat from Ahmedabad
* **16th Nov 2013 to 31st May ,2018 working with Allengers Medical Systems Ltd.-Ahmedabad as Sr Sales Executive**

**Accountabilities**

* Entrusting medical conferences on Radiology
* Managing CME/Workshop campaigns for products.

Including business plan, sales & marketing strategy.

* Standalone representative for business units of the company including Surgical Carm, X-ray machines,Mamography , and Critical Care Division
* Evaluating new opportunities, demand, customer needs and insights.
* Handle entire Central Gujarat .Kutch Region from Ahmedabad.
* During the working tenure get award of Cardiac Product Sales & Services Support
* **1st August.2010 to 12th Nov 2013 with BPL Medical Technology Limited , Ahmedabad as Sales Executive .**

**Accountabilities**

* Addressing inquiries from private and Government sales for critical care equipments Multipara Monitor , ECG , Holter , also Surgical Carm and Xray machines.
* Conducting installation, demonstration of BPL Multipara Monitor ,ECG and C arm in Hospitals
* Handle entire Saurastra , North Gujarat from Ahmedabad.
* I am the first employee who were sold first Carm and X ray machines of BPL in Gujarat
* **1st April 2010 to 31st July2010 with Roche Diagnostic Ltd -Ahmedabad as a Technical Sales Specialist**

**Accountabilities**

* Addressing inquiries from private and institutional sales.
* Conducting clinical demonstration of Accuchek Insulin Pump

**Highlights**

* Generates enquiry for Accuchek Pump and sold to direct patient
* **1st August 2008 to 16th March 2010 with Allengers Medical Systems Ltd. as a Sales Executive - Ahmedabad**

**Accountabilities**

* Addressing inquiries from private and institutional sales.
* Working on installation of Surgical C arm machine and X ray machine ,Mamography , OPG .

**Highlights**

* Sale 30 no.of Carm and 37 no of HF X ray machines in the field.
* Start business of Allengers Medical Systems in the area of Gujarat where company has only 3 Installation of HF C arm and 7 HF X ray in the Gujarat

**IT KNOW HOW**

* Conversant with C language, 8085 microprocessor & 8051 microcontroller, Programming of 8051, MS Office and Internet Applications.

**SKILL ENHANCEMENT EXERCISES**

* Attended conferences like WISACON-2007 at Nagpur and EXPO-2008 at Vadodara,IRIA-2010 at Ahmedabad,GOACON-2010 at Surat.

**PERSONAL DOSSIER**

Date of Birth: 30rd Jan, 1984

Address: P-403, Vrundavan Vatka Apartment ,

Near Alok-5 Apartment ,

Nirant Cross Road ,

Vastral , Ahmedabad-380026 Languages known: English, Hindi and Gujarati.