

# Jalpa Vyas



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## Summary

To pursue a challenging position in the field of market analysis, research, international marketing, marketing, export, creative writing, blog writing, administration, & purchase. A position that offers scope for continuous development and where I can contribute to a positive and supportive team.

## Highlights

- *Marketing*
- *Pharma marketing*
- *Communication*
- *sales*
- *International marketing*
- *Management*
- *Product promotion*
- *Client relations*
- *Customer support*
- *Collection*
- *Research and analysis*

## Experience

### ***Business Development Manager – healthcare (India)***

**Entero Healthcare & Surgical Pvt.Ltd.**

June – 2021 to till date

Handling marketing, pan India, responsible for medical devices from surgical bandages, digital thermometer to hospital-based installation of equipment like ECG machines and all. Covered target of nearly 5-6 cr. Yearly. Taking care of pharma corporates, Hospitals and distributors. Healthy communication skill, relationship, marketing. Product promotion, brand management. Sales to the distributors. cold call, regular field work with appointed clients and meeting with new clients as well. Responsible for international market and export.

### ***Business development manager cum market analyst***

**Queens Marketing Services (QMS Medical Allied Services Ltd.)**

May-2014 – May-2021 (7 years)

Handled pharma corporate business with top medical equipment brands like 3M, Heine, BPL, Choicemmed, Medtronic, Biosense..Covered pharma corporate with communication skill, relationship development and sales and marketing matching with targets. Handled key accounts pharma corporates, hospitals, distributors etc. proven efficiency with international market and client internationally.

### ***Executive purchase & procurement***

**Corona Remedies Pvt. Ltd.**

August-2012 – March-2014 (1 year 8 months)

### ***Executive purchase & procurement***

**DOSHION VEOLIA WATER SOLUTIONS PVT. LTD.**

February-2011 to July-2012. (1 year 2 months)

### ***Executive assistant cum administrator officer***

**Jindal Texofab Ltd.**

January 2009 to January 2011 ( 2 years)

# Brands and equipments handled

## **Brands:**

3M, Heine, ChoiceMMed , BPL, Biosense  
, BD , Diversy , Medtronic, Rossmax,  
MDF, Tynor

## **Equipment :**

Stethoscopes, Nebulizer, Bandages of all types ( crepe adhesive ) thermometers ( digital , IR ), pulse oximeters , oxygen concentrator, BP machines, Bi-pap , c-pap machines, ECG channels, fetal doppler, spirometers, surgical products, otoscopes, ophthalmoscopes, ENT machines, neurological Hammers, all ortho instruments and Tynor's ortho inputs, gel, sprays, hand rubs, ECG bulb , clamps, X-ray viewers, X-ray sheets, weighing scales

## **Pharma Consulting:**

Working as a pharma consultant for finished goods pharma, formulations, API, excipients, and medico marketing.  
Working for pharma export international market. Proven efficiency with medico marketing medical writes up.

# Education

## **Gujarat University**

**M.Com (main Subject: Accountancy & Auditing )**  
2003 –2005

## **Sahjanand College of Commerce**

**B.Com (Main Subject: Accountancy & Auditing)**  
2001-2003

# Professional Profile

- A dynamic professional with over 12 years of experience in research, analysis, sales & marketing, international marketing, management, administration, purchase, and sales.
- Proven abilities in marketing with targets, customer relations, communication.
- Handled Digital marketing, brand management, brand development, social media marketing.
- Proven efficiency with target plans, relationship with hospital segment, pharma corporate segment.
- Proven efficiency for new customer development, data management, data collection and MIS on the same.
- Sales and works on field with team members and head, cold calls, new client visit, distributors meeting
- Regular field work and client meetings on an average 4-5 clients.
- Attended sales meetings, quarterly meetings, and showcased sales and target on regular base.
- Collected data from records and conducted basic research – Participated in team research projects and conducted individual research, including market research.
- Proven efficiency in marketing with customer relations, communication skill in written and in telecom.
- A keen communicator with ability to relate to customers across all hierarchical levels in organization.
- Proven efficiency in API & excipients purchase for pharmaceutical companies.
- Proficient supply chain with purchase procedure.
- Connected with administration department for communication of the company.
- Adhered data and maintained accurate records for the organization. Analyzed survey data and summarized data using fact sheets, graphs, and tables.
- Wrote and reviewed technical literature
- Proficient in international communication.
- Report directly to both the Director and the Chief Executive Officer.
- Working efficiently on ERP system with online GPS with company.
- Assist with customer-service, product availability and quality control related issues.  
Assess assignments to determine the prioritization of work flow; Screen calls and mail.
- Devise and maintain extensive filing system and corresponding cross-referenced list.
- Admin purchase for the company. Proven efficiency for admin management for the company.
- Worked for RTE and article written for RTE.
- Internationally, achieving targets, product development.

## References

### **Dr. Samir Patel**

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Charotar University of Science & Technology.  
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### **Ms. Reena T. Gor**

C.E.O.....  
S.K. logistics Pvt.Ltd.  
C & F Pharmaceutical products  
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E-mail: rgor@sk1932.com,  
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## Certificates:

- RIFEL SHOOTING CERTIFICATE – SHAHIBAUG MILITRY CAMP
- BHARATNATYAM 4RHT YEAR COMPLETION CERTIFICATE
- COMPUTER – CODEXCEL IN MS OFFICE (YR – 2021)
- TALLY ERP: 9.0
- CANVAS PAINTING EXHIBITION PARTICIPATING CERTIFICATE
- Professional Artist: Oil painting, Canvas Painting