

Hari Soni

Regional Business Manager

Voracious Nature Towards Sales and Operations with 12 years of Experience, Believe In Team Work, Handle Them professionally, Get the success through Hard work, Detailed Analysis with Excellent Organizational Skill.



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Ahmedabad, India

WORK EXPERIENCE

Regional Business Manager Amplifon India Pvt Ltd

07/2013 - Present

Ahmedabad

Achievements/Tasks

- Harness internal measures and external knowledge into insights and recommendations that enhance performance and contribute to the achievement of business results.
- Role to lead Sales & operational performance measurement, optimization and driving closed-loop marketing.

Territory Manager Cipla Pharmaceuticals

11/2010 - 12/2011

Ahmedabad

Achievements/Tasks

- Managing New Product Development for Cipla Pharmaceuticals in Ahmedabad area!
- Creating and implementing strategies for Newly launched Products as we started the New Division and have vision to pull it to Pick.
- Managed small team , need to motivate them and strengthen the relationship with KOL,
- Organized group discussions and training sessions with team

Clinical Business associates Unichem Laboratories

04/2010 - 10/2010

Ahmedabad

Achievements/Tasks

- Responsible for area Business where need to motivate myself towards Area Goals,
- Escalate the Needs and do customer review to understand the Pulse of Market
- Analyze various sales statistics and report to superior to understand micro parameters to affecting performance and try to execute the same.

SKILLS

Leadership & Team Management

Power BI & Business Analytics

Sales & Marketing

Excellent Presentation and Communication Skills

EDUCATION

MBA Pharmaceutical Marketing

Centre for Management Studies, Ahmedabad

08/2011 - 08/2013

Bachelors of Pharmacy

J S S College of Pharmacy- OOTY

06/2006 - 06/2009

LANGUAGES

Gujarati

Full Professional Proficiency

English

Full Professional Proficiency

INTERESTS

Cricket

Travelling

Cooking

Singing