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| **Regional Commercial Associate**  **SHAHEJAD TALAB** | Phone:-+91-7043820658 |
| E-Mail:-Shahejadtalab@gmail.com |
| Address:- 501-A Sunflower Enclave Fatewadi, |
| Sarkhej Ahmadabad. |

**Profile Summary**

As a Regional Commercial Associate with over 5+ years of successful experience in Sales and Marketing. Recognized consistently for performance excellence and contributions to success in FMCG and Pharmacy industry. Strengths in and Sales backed by training in Gujarat.

Multi-talented sales profile consistently rewarded for success in planning and operational enhancement. Experience in policy development and staff management procedures positively impacting overall morale and productivity channel sales and patron marketing. Obtained expertise in data analysis, customer marketing, Channel sales, Maintain Good Repo with Customer, Team handling & distribution management.

**Skills**

MS Office, Collaboration and Motivation Skill, Business Development and Planning , Leadership, Competition Analysis, Strategy Implementation, Team building, Team Work, client Retention, Supervision, Relationship development, Problem resolution, Complaint Resolution, Delegation skills Etc.

**Work Experience**

**Regional Commercial Associate-Gujarat**  
**GLANBIA PERFORMANCE NUTRITION (**June-2018 to June-2020)

COLLIGATE CONSULTANCY (OCTOBER-2019 to July 2020)  
BRIGHT COMMODITY PVT LTD. (June-2018 to OCTOBER-2019)

* The Regional Associate is responsible for the management and development of existing and future clients, maintaining long-term relationships and maximizing sales opportunities inside the region for Glanbia Performance Nutrition brands Optimum Nutrition, BSN, and Isopure and added brands as they are put in.
* Enhance Brand Visibility, Brand Awareness and Brand Activation
* Special drive on the FMCG Nutrition Supplement channel, a listing of Nutrition (earlier, less focused, but high potential channel) and preparation endeavor to enter Supplement  and increasing off-takes
* Managing all Display Allocation in Gujarat, proper implementation and tracking returns from showing
* Working and coordinating with the sales team at all levels, guiding and sustaining them for sales development, merchandising & Execution all over Gujarat
* Appointment of new distributor/ sub¬distributor in the vacant area
* Achieves the brand-wise SKU wise secondary and primary sales ambition as per the agreed budget.
* Conducted regular meetings about the position of sales with agents and administrators.

**Sales Officer Ahmadabad -Gujarat**   
**INDOZ FOOD AND BEVERAGES (**September 2017 to June 2018)

* It is a young and Startup company dealing with food and beverage items. We are Import and distributes 100% Australian products we are dealing with products that rejuvenate and refresh your body and soul every day. Currently, the product is Wicked Energy Drink.
* Captured and completed sales with customer-savvy quotes, proposals, and contract management strategies. Enhance Brand Visibility, Brand Awareness, and Brand Activation
* Established ambitious sales targets, managed deployment strategies, and developed go-to-market plans to capitalize on every revenue opportunity.
* Develop qualified leads and create new business from Distributors/ retailers / Modern Trade. Responsible for planning & achieving monthly/ annual sales targets

**Medical Representative Junagadh -Gujarat**   
**BENCHMARK AYURVEDA (**September 2016 to August 2017)

* Prepared and delivered product presentations and answered inquiries about [Product or Service] to increase gross revenue.
* Generated revenue by leasing ¬between doctors and companies to sell products.
* Organizing appointments and meetings with the community ¬and hospital-based healthcare staff
* Demonstrating or presenting products to healthcare staff including physicians, nurses, and chemists

**Medical Representative Junagadh, Veraval and Una -Gujarat**   
**HELIOS LABORATORY (**October 2014 to August 2016)

* A Medical Representative's job is to promote and sell their company's products, whether that's pharmaceutical drugs.
* Customers can include physicians, chemists, and pharmacists. The medical representative will increase product awareness, answer queries, provide advice and set up new products
* Identifying and developing new concern

**Academic Details**

* MBA In Marketing from SunRise University Alwar, in 2016
* Bachelor of Computer Applications Computer And Information Sciences From Saurashtra University Rajkot in 2013

**Personal Details**

**Date of Birth:** 31/ 10/ 1989  
**Marital Status:** Married  
**Languages Known:** English, Hindi and Gujarati  
**Address:** 501-A Sunflower Enclave, Opp. Savera Tea Stall, T.P.85 Road, Fatewadi Sarkhej Ahmadabad