

Professional Summary

Results-driven B2B Sales leader with 12+ years of experience driving business growth in the pharmaceutical and specialty chemicals industries. Proven track record of developing and executing successful go-to-market strategies, fostering strong customer relationships, and leading high-performing teams. Skilled in product development, market research, and CRM management.

Professional Experience

Director, Pharmaceuticals Business Unit

Inazuma.co | January 2020 - Present

Business Manager, Pharmaceuticals Business Unit

Aarti Industries Limited | June 2018 - December 2019

Key Achievements:

- Achieved 25% YoY sales growth through targeted marketing campaigns and strategic customer engagements.
- Successfully launched three new products, resulting in a 15% increase in market share.

Responsibilities:

- Managed a team of sales professionals to drive business growth in the pharmaceuticals segment.
- Developed and executed go-to-market strategies for new product launches.

Assistant Manager, Business Development (Pharmaceuticals & Agrochemicals)

SRF Limited | March 2015 - May 2018

Key Achievements:

- Identified and pursued new business opportunities, resulting in a 30% increase in sales revenue.
- Collaborated with cross-functional teams to develop and launch new products, enhancing the company's product portfolio.

Responsibilities:

- Conducted market research to identify trends and opportunities in the pharmaceuticals and agrochemicals markets.
- Built and maintained relationships with key customers and stakeholders.

Sales Engineer

ChemCorp Limited | August 2012 - February 2015

Key Achievements:

- Consistently met or exceeded sales targets, contributing to a 20% increase in regional sales revenue.
- Provided technical support to customers, resulting in a 25% increase in customer satisfaction ratings.

Responsibilities:

- Generated new business leads and converted them into sales opportunities.
- Collaborated with the product development team to provide customer feedback and insights.

Education

Bachelor of Engineering (Chemical Engineering)

Indian Institute of Technology (IIT), Bombay

Technical Skills

Software:

- Microsoft Office
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint
- Matlab
- Photoshop

Programming Languages:

- C
- C++

Operating Systems:

- Windows

Scientific Tools:

- HPLC

Business Skills:

- Business Strategy
- Business Development

- Marketing
- Market Research
- Go-to-market Strategy
- Marketing Strategy
- Customer Relationship Management (CRM)
- Teamwork
- Team Management
- Management

Engineering Skills:

- Chemical Engineering
- Chemistry
- Engineering
- Product Development
- Reaction Engineering
- Distillation

Language:

- English