

JITENDRA METKAR

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OBJECTIVE

Seeking a work place where I face challenge and utilize my competence, skills and knowledge to achieve goals of the organization.

Skill SUMMARY

- Business & product development
- Sales and marketing management
- Branding and market research
- Customer relationship management
- Marketing intelligence
- Strong verbal and personal communication skill
- Persuasion and negotiation
- Confidence and ability to work under pressure
- Leadership and teamwork.

EXPERIENCE CHRONOLOGY

July 30th 2020 to Till present with Assurecare Healthtech LLP as Manager (Sales & Marketing)

- Promotion of EHR and Software to Clinic and Hospital .
- Participating in various conferences of doctors associated and presented concept and the platform
- Maintained uncompromising focus on sales and customer follow up to ensure not to lose customer and relationship

April 2nd 2018 to July 31st 2020 with Clinivantage Healthcare Technologies Pvt Ltd as BDM

- Promotion of IOT device, Software, Kiosk to hospital & corporates
- Participating in various conferences of doctors associated and presented concept and the platform
- Analysed and pinpointed opportunities for sales with existing clients through extensive sales efforts.
- Maintained uncompromising focus on sales and customer follow up to ensure not to lose customer and relationship

October 2015 August 2018 with Palash Healthcare System (Software) Nasik as BDE

- Promotion of software product for Hospital information management system & clinical information management system for domestic market
- Responsibility of promoting solution for project /new initiative called Healthcare information exchange(HIE).
- Expanding the user network of health service providers with a view to form platform for HIE
- Participating in various conferences of doctors associated and presented HIE concept and the platform.
- Administered all point of sale opening & closing procedure in accordance with company policy
- Maintained uncompromising focus on sales and customer follow up to ensure not to lose customer and relationship

- Contributed success of supervised team of sale executive through hands-on training and monitoring, leading team that generate valuable revenue.

May' 2012 – April 2014 with Lifecare Innovation Pvt Ltd. Nasik as Business Development Executive

Division: Antifungal (**Product: Fungisome i.v**)

- Promoting the product to doctors, retailers and distributors
- Adept in new business & market development, product positioning and handling distribution network
- Achieve the monthly sales target
- Maintained uncompromising focus on sales and customer follow up to ensure not to lose customer and relationship

ACADEMIC CREDENTIALS

- MBA (Biotechnology) from Dr.D.Y.Patil University, Navi Mumbai in 2012.
- B.Sc. (Biotechnology) from Pune University, Nasik in 2009.
- HSC from K.T.H.M College, Nasik (Maharashtra Board - Nasik Division) in 2005.
- SSC from Z.P.V.D., Deola (Maharashtra Board - Nasik Division) in 2003.

ACADEMIC PROJECTS

Topic:- Production & Processing as in-plant trainee

Organization:- UB Group (Kingfisher),Taloja,Navi Mumbai.

Description:- The project was undertaken for processing and production of all 14 brands of Beer in united breweries for gaining a fair understanding how to make beer

Title:- Lab Assistance

Organization:- Yash Agro biotech Pvt Ltd.

Title:-Market Research

Organization:- Nidus Agro science Pvt Ltd.

IT FORTE

- Well versed with Windows (XP/7), MS Office 2003/2007 & Internet application.

ACCOLADES

- Successfully organize 3RD & 4th National conference on biotechnology & HR. as **Marketing Head**
- University level Gold Medallist of kabaddi tournament.
- Winner of volley ball competition at division level as **captain**
- Winner of e-cell championship. (2010-2011)
- Member of sports , e-cell, placement committee.
- Member of national entrepreneurship(NEN)

PERSONAL DOSSIER

- Date of Birth : 11th April 1988
- Permanent Address : 4th Gaurav Appt, Tarwala Nagar, Nashik-422004
- Languages Known : English, Marathi, Hindi
- Hobbies : Interacting People, Playing Cricket, Vollyball etc.

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge

Place:

Date :



(JITENDRA METKAR)