

## PERSONAL SUMMARY

An action oriented, positive and engaging sales professional that has the ability to work under deadlines, handle stress, and deliver results. Being into sales, possess a very competitive spirit and view every customer as a potential sale. Always focused on results with a lot of dedicated towards the quality and committed of meeting the client's needs. Key strengths are in can-do attitude, people skills, entrepreneurial spirit and strong desire to be the best.

### Leadership



Team Player  
Knowledge Sharing  
Experience Sharing  
Planning & Organizing  
Decision Making

### Negotiating



Objection Handling Skills  
Strong Closing Skills  
Up-Selling Skills  
Networking Skills  
Building Relationships

### Dynamic



Energy & Drive  
Result Oriented  
Highly Motivated  
Motivating Others  
Multi-Tasking

### Smart



Innovative & Creative  
Highly Numerate  
Problem Identification  
Problem Solver  
Quick Thinker

## PROFESSIONAL EXPOSURE

### **PRACTO TECHNOLOGIES PVT. LTD. (November, 2013 – Present)**

Journey Started as a Territory Manager - Sales, Nov 2013 - Oct 2014

Sr. Territory Manager - Sales, Nov 2014 - Oct 2015

**Assistant Area Manager - Sales, Nov 2015 - Present**



### **ORGANIZATION PROFILE:**

Practo's mission is to help improve human longevity by simplifying healthcare. Practo is leading the way with Practo Search – Asia's leading healthcare platform used by over millions of patients every month and Practo Ray – the practice management solution of choice for doctors managing millions of appointments and digital healthcare records every year.

### **JOB RESPONSIBILITIES:**

- Meeting prospective clients, executing effective product demonstrations, emphasizing product features and benefits with focus on the value of the solution.
- Consulting with physician practices to understand practice workflow needs and expectations.
- Developing and accomplish a lead generation plan including Outbound and Inbound prospect Management.
- Follow up with prospective clients and closing deals.
- Attending team sales meetings concerning sales targets, forecasts, and reporting on competition.
- Participating in conferences & representing the company for brand awareness.
- Maintaining and expanding the database of prospects for the organization.
- Achieving monthly team sales targets from new acquisitions, up-selling and renewals.
- Responsible for generating and assuring the recurring business from existing clients in a region with minimum churns %.
- Taking daily hurdle meeting with team to discuss over the plan of the day and share the experience from last meetings.

### **ACHIEVEMENTS @ PRACTO:**

1. Acquisition of highest Accounts (Sales No.) in a single day i.e 9 Ray Accounts.
2. Awarded as "The Practo Samurai" for acquisition of 32 Accounts over 3 months.
3. Awarded with a Signed Scroll for achievement over a quarter from VP Sales.

## EVENTS & SEMINARS:



**Practice Management Conference  
by Indian Orthodontic Society,  
Royal Plaza Hotel, Delhi - 2014**

*The event was honored by more  
than 300 dentists from Pan  
India.*

### **Roles & Responsibility:**

- # Responsible to meet and demonstrate the solution to the Dentists.
- # Responsible to provide the trial of the solutions to as many dentists As possible.
- # Responsible to collect all the relevant data and provide it to the marketing team in a proper Complied format.



**National Family Medicine and  
Primary Care Conference, India  
Habitat Center, New Delhi-2015**

*The Union Health Minister  
of India, Shri J.P. Nadda and  
Olympic Medalist, Shri Milkha  
Singh graced the occasion.*

### **Roles & Responsibility:**

- # Practo has released it's all new EMR for Physicians at the event.
- # Proactively demonstrating the product and its features to Physicians and other Doctors.
- # Prepare all the necessary data of the doctors and physicians.



**HIMSS - A National Conference  
on Health Information  
Exchange. Gurgaon - 2015**

*The event was inaugurated by  
Shri. J.P.Nadda, Hon'ble Union  
Minister of Health & Family  
Welfare , Government of India*

### **Roles & Responsibility:**

- # Responsible for leading the team of event volunteers in coordination with the marketing team and the higher management including the C.E.O, VP Sales & RM Sales.
- # Demonstrated the technology and product to *Shri. J.P.Nadda, Hon'ble Union Minister of Health & Family Welfare- Government of India, Foreign IT Delegates, CEO/CFO of Top IT Companies and Doctors.*

**PRAGATI SAFETY ENGINEERS PVT LTD, New Delhi (June 2012 – October 2013)**  
Manager Business Development



### **JOB RESPONSIBILITIES:** (In Channel Sales of the products of Micro Technologies)

- Responsible for achieving sales, profitability and partner recruitment objectives.
- Cold-calling in order to create interest in products and services and generate new business leads and arrange meetings.
- Proactively recruiting new qualifying partners i.e **Master Micro Shoppe, Micro Shoppe & MRO's.**
- Establishes productive, professional relationships with key personnel in assigned partner accounts.
- Coordinates the involvement of company personnel, including support, service and management resources, in order to meet partner performance objectives and partners' expectations.

## ACADEMIC PROFILE

<b>Masters of Computer Application (M.C.A)</b> from GGSIP University, New Delhi [67%]	2008-2011
<b>Bachelor of Computer Application</b> from Apeejay School of Management, New Delhi [62%]	2005-2008
<b>SSC and HSC</b> from City Vocational Public School, Meerut, UP [74% & 54%]	2003-2005

## OTHER DETAILS

Current Location	: Ahmedabad, Gujarat
Current Salary	: 6.77 Lacs (Fixed) + 4.20 Lac (Incentive) +36,000 (Annual Travel Allowance)
Total Experience	: 04 Years 03 Months [Current Organization: 02 Years 10 Months]
Notice Period	: 30 Days
Father's Name	: K.P Singh
Occupation	: Ex- Sergeant Indian Air Force