

ASHWANI THAKUR

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:

- Acquisition of highest Accounts (Sales No.) in a single day i.e 9 Ray Accounts.
- Awarded as "The Practo Samurai" for acquisition of 32 Accounts over 3 months.
- 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 its 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

Masters of Computer Application (M.C.A) from GGSIP University, New Delhi **[67%]** 2008-2011

Bachelor of Computer Application from Apeejay School of Management, New Delhi **[62%]** 2005-2008

SSC and HSC 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