**Gaurav Singh**  (**M) :** +91-9990955610

**Email :** connectgaurav.singh@gmail.com

**Add :** A-191,Shipra Sun City,Indirapuram,

Ghaziabad, Pradesh.201010

***AREAS OF EXPOSURE***

* Currently working as **Senior Territory Manager (NCR) – Solenis India.**
* Result-driven Sales planning, Marketing professional with 15 +yrs. experience in Pharma, Medical Equipment & Housekeeping Chemical & Machine manufacturing Industry.
* A self-motivated with excellent communication, analytical, relationship management and problem solving skills.
* Willing to work closely with all functional groups within the organization.
* To lead the team by using Marketing & operational knowledge for creating organizational environment that offer professional growth while being innovative & flexible toward the growth orientation.
* Also, to attain a challenging position where I can use my skill efficiency by taking more responsibility to complete the assigned job by organization.

# ORGANIZATIONAL EXPOSURE

* **Solenis India**
* Senior Sales Manager (NCR) (April 2023 – till date)

* **Portea Medicals**
* Sales Manager -North India- (Dec 2017- Dec 2021)

* **Cipla Ltd** (Nov. 2010 – Sept.2017)

o Territory Manager - Delhi, Uttar Pradesh (Ghaziabad, Meerut, Agra, Noida) (2010-2012) o Business Manager - Delhi Region Respiratory (2012-2017)

***AREAS OF EXPOSUREs***

**Senior Manager Sales – Solenis India**

* Working with Distributor team at Delhi NCR at various Corporates, Office Building Segment, Retail & Building facility Management Companies.
* Meeting with customers for promoting our product range of Taski Chemicals, Mops & tools & Machines.
* Advising & Support Smart Cleaning at various Customer place where they using Conventional cleaning system.
* Selling Premium Taski Housekeeping machines to our customers through explaining cost of ownership.

Advised or support our customers through providing them Mechanised cleaning by explaining them cost of ownership of our product.

* Led a team of 10 sales representatives, providing training and support to achieve individual and team goals.
* Developed and implemented strategic sales plans that expanded the customer base and opened new markets.
* Providing Training to customers on chemicals & Machine uses and handling
* Fostered relationships with key clients and stakeholders, resulting in long-term partnerships in repeat & Cross Sales business.
* Analysed market trends and competitor activities to inform sales strategies and maintain a competitive edge.
* Cultivated relationships with potential KOL Customers to drive business growth.
* Coordinating with other deptt regarding purchasing and order of Housekeeping Machines at various places.
* Working closely with Distributor for the business generation incorporates like GAIL, NTPC & ONGC, Samsung, HCL, Supreme court, Parliament, President Estate, Airports, Railways Etc.

**Sales Manager – Delhi & UP - Portea Medicals**

* Working with team at various headquarters like Meerut, Lucknow, Agra & Delhi.
* Meeting to KOL Drs & Purchase deptt of Private Institutions for Devices of Respiratory (Philips, ResMed- CPAP, Bi-PAP, Oxygen Conc., Ventilator, Sleep device), Cardiac, Ortho, Physio consumables (New/Rental & Refurbish).
* Meeting with Potential Drs for the generation of Business for the services (Nursing, Attendant, Equipment’s & ICU setups)
* Handling company’s corporate relationship with vendors for smooth flow service (Nursing, Consumables) & equipment’s.
* Meeting to the Dealers in North India to generate the business. Managing the availability of stock for equipment’s at different locations.
* Working closely with channel partners & companies’ persons for generation of business.
* Coordinate with internal deptt like Finance, Biomedical, Supply, Purchase deptt for delivery/availability of Devices at right time.
* Negotiating with the vendors for material procurement while coordinating with the higher authorities of the company.
* Challenged to ensure timely delivery of equipment and materials as per specifications within the set quality and timely.
* Got opportunity in tie up of business tie-up with Sahara Hospital, Fortis Hospital and Jaipur golden Hospital.
* Reporting to Vice- President of Company.

**Business Manager (Cipla Ltd.)**

* To promote and generate business of product range (Inhalers, Respules, Devices) of Asthma, COPD, Nebulization & Allergic rhinitis to Drs.
* Managed ‘Breathe free National campaign’ under which different marketing activities like Camps/ Clinics/ Mega camps/ Bus yatra/ Nukkad shows done for sales promotion.
* Maintaining reports & records on Respiratory Business progress to facilitate decision making by the top management.
* Training to persons on the Respiratory products and Devices.
* Handling team of region and handling persons of associated sales team.
* Specialty covered General Physician, Physician, Paediatrician, Cardiologist, Chest Physician and ENT.

***ACADEMI***

***A***

* Bachelor of Arts, Delhi University (2009).

***PROFESSIONAL QUALIFICATIO***

***N***

MBA from IMT, Ghaziabad (2012)

***AREA OF SPECIALIZATIO***

***N***

* Marketing
* International Business

***COMPUTER PROFICIENC***

***Y***

 Corel Draw, Power User M S Office. Vlookup/Pivot.

***PERSONAL DETAIL***

***S***

D.O.B 18th Feb 1986

Father's Name Shri S. C Singh

Marital status Married

**[GAURAV SINGH]**