

# MANISH BANSAL

H. No. 3133, Lal Darwaza, Sita Ram Bazar, Delhi – 110006. \* 9810457395 \* mbansal1501@gmail.com

## ZONAL SALES MANAGER

*Proven Sales, Training & Leadership Excellence*

Dear Sir/Madam,

Building top-producing sales teams through hands-on leadership and results-driven communication is my expertise. I am a zonal sales manager with more than 20 years of proven success in delivering award-winning revenue totals through multichannel sales processes. I have been recognized companywide for excellence in training, best practices, revenue generation, and business turnaround. It is with sincere interest and enthusiasm that I submit my resume for your Zonal Sales Manager position. I believe that my knowledge and ability can be of significant value to your bottom line.

My colleagues would tell you that I “bring passion, enthusiasm, desire, and a WILL-DO attitude with me every day.” They would also tell you that my goal is “to make every member of my team a dynamic success,” by pushing them to think out of the box and strive for excellence.

As a manager, I am a proactive leader who never waits for someone else to do my job. I strive to treat everyone with respect and kindness, while clearly defining goals and providing the right tools to succeed. Leading by example, I always give 100% of my focus, and never ask anyone to do something that I haven’t already done.

If you are seeking a dynamic and successful sales leader with a proven track record of success, I am your candidate! I would welcome the opportunity to speak with you regarding my potential contributions to your team. Please contact me at your earliest convenience. I look forward to hearing from you!

Sincerely,

Manish Bansal

**MANISH BANSAL**



+91-9810457395



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### SENIOR LEVEL ASSIGNMENTS

**~ Sales & Marketing ~ Business Development ~ Distribution & Channel Management ~**  
*Enterprising leader & planner with a strong record of contributions in streamlining operations, invigorating businesses, heightening productivity and improving systems & procedures*  
**Location Preference: Delhi Industry: Sales.**



### Profile Summary

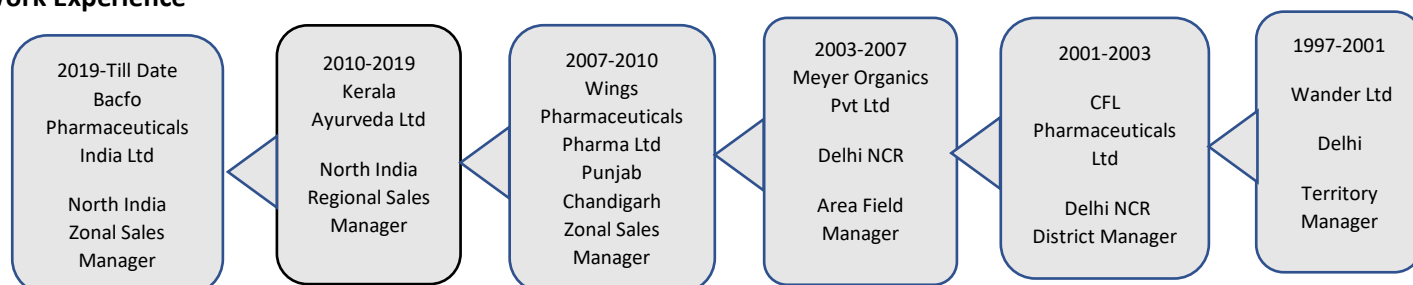
- Result-oriented Professional with **over 23 years** of experience.
- Currently associated with Bacfo Pharmaceuticals India Ltd as Zonal Sales Manager (North).
- Pioneered in supervising the operations for various territories such as **Delhi, Haryana, Uttar Pradesh, Uttarakhand, Rajasthan, Punjab, Chandigarh, Himachal Pradesh & Madhya Pradesh.**
- Skilled in launching various products.
- Showcased excellence by participation in events such as World Ayurveda Congress.



### Key Skills

- An enterprising leader with skills in leading personnel towards accomplishment of common goals.

### Work Experience



## Since February '19                      Bacfo Pharmaceuticals India Ltd as Zonal Sales Manager (North India)

### Key Result Area:

- Leading a team of ASM and Sales Executives
- Supervising the achievement of monthly sales target on monthly basis
- Initiating formats for quarterly and weekly group meetings to further employee relationships, provide motivation, and develop new business.
- Developing detailed account strategies for key business through information gathering, competitive analysis, strategic plan formulation, identification of value proposition, sales budgeting and action plan initiatives and implementation
- Involved in looking after the various operations such as:
  - Target achievement
  - Developing team member
  - Company's representative in the HQ
  - Exploring new territories
  - Customer Relationship Building
  - Brand Management

### Previous Assignments

Aug'10-Feb'19	With Kerala Ayurveda Ltd as Regional Sales Manager at Delhi H.Q. covering Delhi, Haryana, Uttar Pradesh, Uttarakhand, Rajasthan, Punjab, Chandigarh and Himachal Pradesh
Apr'07- Jul'10	With Wings Pharmaceuticals Pvt Ltd as Zonal Sales Manager at Delhi H.Q. covering Punjab & Chandigarh
Aug'03- Mar'07	With Meyer Organics Pvt Ltd as Area Field Manager at Delhi H.Q.
Aug'01- Jul'03	With CFL Pharmaceuticals Limited as District Manager at Delhi H.Q.
Jan'97- Jul'01	With Wander Limited as Territory Manager at Delhi H.Q.

### Academic Credentials

B. Sc.            Hans Raj College, Delhi University

### Personal Details

Date of Birth:            15<sup>th</sup> January, 1973  
Languages Known:    English and Hindi  
Address:                H. No. 3133, Lal Darwaza, Sita Ram Bazar, Delhi - 110006