**Sanket Sunil Shinde**

21/163,

Siddharth nagar (old),

Road No. 9, Goregaon (west),

Mumbai – 400 104

India.

Mobile: (+91) 9930605753

Email: sanket.shinde03@yahoo.co.in

**Objective:**

Work in a challenging and professional environment that provides a promising career path and growth and utilize my knowledge and skills to achieve organizational objectives.

**Summary**

* Good Communication and Problem solving Skills.
* Quick learning ability.
* Good Team Player
* Multitasking

**Academic Career:**

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| --- |
| * Post Graduate Diploma in Regulatory Affairs from Institute of Pharmaceutical Management * M.Sc (Zoology-Oceanography & Fishery Science) from Mumbai University in April 2013 with Second Class. * B.Sc (Zoology) from Mumbai University in 2011 with Second Class. * H.S.C. examination from Mumbai Divisional Board in March 2008 with Second class. * S.S.C. examination from Mumbai Divisional Board in March 2006 with First class. |

**Work Experience:**

1. **Sr. Sales Executive in Zelle Biotechnology Pvt. Ltd. (May 2016 – Till date)**

**Company Description:**

Zelle Biotechnology is a dynamic young company which has redefined the concept of technical selling in recent times. We look to support the Drug Discovery and Biotech industry in India with niche products and services.

**Job Description:**

* Marketing of Research based Scientific Kit & other products to clients
* Update clients about product & its feature
* Maintain brand value for product
* To identify product opportunities in short & medium term.
* To ensure ongoing analysis of internal and external brand performance
* Identifying Business opportunities
* Sell products by establishing contact & developing relationship
* Maintaining relationship with clients by providing support, information
* Conduct Market research to identify selling possibilities and evaluate customer needs
* Set up meetings with potential clients
* Negotiate/close deals & handle complaints

**ELISA Kits:**

HCP ELISA Kit, HCD ELISA Kit, Bioprocess Contamination ELISA Kit (BSA, Protein A)

**Cell culture Media:**

**Mycoplasma Detection & Elimination reagent**

**Various antibodies.**

**Cell Proliferation & Cytotoxicity Assay.**

* Prepare project timeline for client
* Update project timeline to client
* Provide project overview to clients
* Update clients about project status & maintaining documentation of the same
* Provide proper documentation to clients (Invoices, Various certificates etc.)
* Ensure project deadline with client

**Cell Banking and Characterization**

**Lot Release Testing**

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| --- |
| **Viral Clearance** |

**Protein characterization**

1. **Product Executive in Zelle Biotechnology Pvt. Ltd (Oct 2014 – April 2016)**

**Company Description:**

Zelle Biotechnology is a dynamic young company which has redefined the concept of technical selling in recent times. We look to support the Drug Discovery and Biotech industry in India with niche products and services.

**Job Description:**

* Marketing of Research based Scientific Kit & other products to clients
* Update clients about product & its feature
* Maintain brand value for product
* To identify product opportunities in short & medium term.
* To ensure ongoing analysis of internal and external brand performance
* Follow up payment orders

**ELISA Kits:**

HCP ELISA Kit, HCD ELISA Kit, Bioprocess Contamination ELISA Kit (BSA, Protein A)

**Cell culture Media:**

**Mycoplasma Detection & Elimination reagent**

**Various antibodies.**

**Cell Proliferation & Cytotoxicity Assay.**

* Prepare project timeline for client
* Update project timeline to client
* Provide project overview to clients
* Update clients about project status & maintaining documentation of the same
* Provide proper documentation to clients (Invoices, Various certificates etc.)
* Ensure project deadline with client

**Cell Banking and Characterization**

**Lot Release Testing**

|  |
| --- |
| **Viral Clearance** |

**Protein characterization**

1. **Tutor in Vidyasagar Pvt. Ltd (Feb 2014 – Sept 2014)**

**Company Description:**

Vidyasagar Classes provides high-quality, relevant and varied educational programs and opportunities for the intellectual, cultural, and personal growth of all the members of its community.

**Job Description:**

* Editing notes for Zoology for Higher Secondary stds.
* Proof Reading the edited notes.

**Computer Skills:**

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| * Good knowledge of Ms Office * Knowledge of Internet   **Other Activities:** |

* Volunteer INSPIRE Science Camp

**Hobbies:**

Reading books, Swimming, Traveling, Playing Cricket

**Personal Details:**

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| --- | --- |
| **Date of Birth** | 03rd October, 1990 |
| **Marital Status** | Single |
| **Languages** | English, Marathi, Hindi – In order of fluency |
| **Nationality** | Indian |
| **Email** | sanket.shinde03@yahoo.co.in |

***(Sanket Sunil Shinde)***