
VISHAL KHANDELWAL

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OBJECTIVE

“I see myself growing by taking higher & additional responsibilities, to be an expert who is a key contributor to a business by being a longing learner with an open mind”

PROFESSIONAL SUMMARY

- ❖ 11 years of strong experience in People Management comprises of- business development, strategic planning, sales execution, key account management, distribution, team & customer management, retail & hospital business management.
- ❖ 6 years of experience in pharmaceutical sales.
- ❖ 5 years experience in SMBG promotion & sales (Retail & Hospital)
- ❖ 5 years experience in Insulin Pump & CGMS.
- ❖ A years' experience in Dental industry.
- ❖ A years' experience in Capital Equipment.
- ❖ Wide geographical exposure-MP, CG, Rest of Maharashtra, Goa, Rajasthan & Gujarat.
- ❖ Specialty Exposure-Diabetes & Endocrinology, Cardiology, Hospital Supplies, Dental business

WORK HISTORY

Regional Business Manager, Aug 2021 to Nov'22

Skanray Technologies Ltd-Jaipur, Rajasthan

- ❖ Sales & promotion of capital equipment (X-ray, Anesthesia Work Station, Ventilators)
- ❖ Leading a squad of 5 people.

Stock Trading Business, Oct 2019 to June'21

Motilal Oswal Financial Service

&

Operations, Oct 2019 to Dec 2020 (Casual)

Shristi Health & Power Solutions-Bhopal, MP

Regional Business Manager, June 2018 to Sept 2019

Dentsply India Pvt Ltd – Bhopal, MP

- ❖ Team leader of a squad of 4 people & 6 distributors
- ❖ Managed business volume of 8.90 Cr
- ❖ Sales & promotion of dental consumables, lab & high-end equipments in the state of MP & CG

- ❖ Appointed new distributors for better availability of stock & market penetration.
- ❖ Facilitated & organized MDAs, workshops & hands-on trainings.

“What makes me stand out is I'm a sales person to the core & motivating team leader. I'm organized in my work following 3 Ps-Punctuality, Prioritizing & Problem Solving. I'm boundryless with great deal of flexibility & adaptability. I follow strong work ethics & am determined.”

Branch Manager, Nov 2016 to Feb 2017

Beckton Dickinson – Nagpur, Maharashtra

- ❖ Managed performance of a large team of 13 people, 2 super distributors & 10 distributors.
- ❖ Managed a larger business volume of 11.50 Cr
- ❖ Covering a large geography of Rest of Maharashtra & CG
- ❖ Distribution management.

Regional Sales Manager, March 2011 to June 2016

India Medtronic Pvt Ltd-Diabetes – Pune, Maharashtra

- ❖ Managed performance of the largest team in the country (13 people & 10 distributors)
- ❖ Managed a business volume of 6.30 Cr
- ❖ Sales & promotion of Insulin Pumps & CGMS
- ❖ Covered a large geography of Rest of Maharashtra, MP, CG, Goa & Gujarat
- ❖ Managed distributors, HCPs & patients of all the 5 states.
- ❖ Quarterly coaching agreements with each team member prepared.
- ❖ Motivated the team & each member of the team was inspired to take bigger responsibilities.
- ❖ Distributors managed well on even order placing, stock holding.
- ❖ Pune retained its tag of highest pump selling territory in the country.
- ❖ Organized 1st Adv-Medpump of the country (Center of Excellence at Indore)
- ❖ On my target for the year 2012, 2013 & 2014, first AM in the country to achieve his target.

“X factors-experience & understanding of techniques, traits & tactics of the medical device trade, effective communication, sense of humor & a proven track record of People & Sales management.”

Asst. District Manager, Nov 2005 to Mar 2011

Johnson & Johnson, LifeScan – BHOPAL, MADHYA PRADESH

- ❖ 5 years of rich experience in sales of SMBG (retail & hospital)
- ❖ Executing promotional strategies for establishing greater awareness about products (SMBG concept)
- ❖ Developing new clients (hospitals) and negotiating with them for securing profitable business.
- ❖ Built strong and sustained customer relationship

- ❖ Organized NEPs (nurses education programs) among nurses and paramedical staffs for education for better diabetes care with our product range.
- ❖ Achieved sales revenue in 2006,07,08,09,10

Sales Executive, 09/1998 to 10/2005

Serdia Pharmaceuticals (India) Pvt. Ltd. – BHOPAL, MADHYA PRADESH

- ❖ Sales & promotion of drugs to treat metabolic syndrome (diabetes),hypertension,neuro-psychiatric disorders,gynae problems & astheni

SKILLS

- | | |
|--|------------------------------------|
| ❖ Communication & Interpersonal skills | ❖ Ability to work cross functional |
| ❖ Team, customer & distribution management | ❖ Process orientation |
| ❖ Time management | ❖ Coaching & training |
| ❖ Planning & prioritizing | ❖ Business development |

EDUCATION

Advanced Program in Sales Management, 2010

Indian Institute of Management - Kolkata, WB

Advance Program in Sales Management

BPharm

Smt SS Patil Institute of Technology - Jalgaon, MH

BPharm (top in university)

- Graduated with 86%

10+2

Emerald Heights Higher Secondary School - Indore

1st division,year 1992

AWARDS & ACCOMPLISHMENTS

- ❖ Best student-1997
- ❖ G.P. Nair Award by IDM- 1999
- ❖ Felicitated by Pharmacy Council of Maharashtra-1999
- ❖ Appreciation for the excellent sales performance in Serdia Pharmaceuticals-1999,2001,2002
- ❖ Felicitated in JnJ for organizing highest number of patient education events-2008,09
- ❖ Felicitated in Medtronic for organizing highest number of Market Development Activities-2012,2013,2014,2015
- ❖ Compliance Award-2015 (Medtronic)
- ❖ Highest CSII selling territory in Medtronic-2013,2014,2015,2016

LANGUAGES KNOWN

- ❖ English (fluent),Hindi (fluent),Marathi (speak & understand),Gujrati (understand)

HOBBIES

- ❖ When I'm not working,at home I'm a cook,I'm into variety reading & brisk walking.
- ❖ Travelling.

PERSONAL DETAILS

- ❖ Date of Birth-21st March,1975
- ❖ Birth place-Agar (MP)