***Vashishth Paroha***

8/3 Anant Villa,

Vijay Nagar,

JABALPUR

**Contact +91-7566264333,**

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**OBJECTIVE**

To secure an appropriate position, which will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional atmosphere.

**SUMMARY**

* Recognized for successfully meet to the targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationship with customers.
* More than Eight years of professional experience in selling medical products.
* Extensive knowledge of complex medical terms and procedures.
* Good time management and organizational skills.
* Skilled in developing trust and build good rapport with customers.
* Excellent command over written and verbal communication.
* Good convincing and negotiation skill.
* Familiar with major computer applications like MS Word, PowerPoint, Excel and the Internet.
* Flexibility, result-oriented with good sales skills.

**KEY RESPONSIBILITIES HANDLED**

* Possess the ability to influence a positive sales outcome with a customer.
* Having the necessary confidence, initiative, motivation and reliability to succeed.
* Able to identify & hunt down sales opportunities.
* Comfortable with target customer call rate and message retention metrics.

**Educational Summary**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Examination** | **Board/University** | **Percentage** | **Year** |  |
| PGDBM | Symbiosis Centre for Development and learning, Pune | 69% | 2012 |  |
| B- PHARMA | Rajiv Gandhi Technical University, Bhopal, M.P. | 68 | 2006-2010 |  |
| H.S.C.E. | MP BOARD | 71% | 2004 |  |
| S.S.C.E. | CBSE BOARD | 78% | 2002 |  |

**PROFESSIONAL EXPERIENCE**

NOVO NORDISK INDIA PVT. LTD, (PUNE)  
JULY 2010 TO APRIL 2013  
Business Development Manager

Responsible for selling and marketing of Diabetic drugs, Insulin Device and supplies.

* Performs one-on-one meetings with pharmacist, doctors, and nurses
* Monitors the supply of drugs as well as inform doctors, pharmacist and nurses of the forthcoming changes
* Introduces new products of the organization
* Visits hospitals to meet with doctors to persuade them to purchase the products
* Compiles data on requirement and supplies products required by customers

**ACHIEVMENTS**

* Worked hard in MHA resulting 40 lac's business in 2012 and 42 lac's business in 2013
* Achieved 112% of YTD for FY 2012.

**GSK INDIA, RAIPUR**  
MAY 2013 to DEC 2014  
Medical Business Associate

* Arranges appointments with medical professionals like doctors and pharmacists to spread awareness about the drugs and medicines of the organization
* Maintains good relationship with nurses and doctors as well as develops contacts with people in the medical world
* Educates the advantages of drugs of the organization to doctors and other medical professionals
* Organize conferences and studies data to describe new products and develop sales approach
* Maintains up to date knowledge on latest development in the field of medicine
* Sells medical products and performs other tasks as required

**ACHIEVMENT**

* Got initial business from NMDC & NMDC Apollo hospital is 5.6 lacs in 2013 and in 2014 got 7 lacs order.
* Total YTD achievement for 2013-2014 was 95%. (At the time of Marketing capping)

**ETHICON Inc. (Raipur)**   
JANUARY 2015 to February 2017  
Territory Sales Manager

* Responsible for selling and marketing of Surgical Products like Sutures, Meshes, and device and supplies.
* Arranges appointments with medical professionals like doctors and hospital staff to spread awareness about the Product and SOP of product
* Maintains good relationship with nurses and doctors as well as develops contacts with people in the medical world
* Educates the advantages of drugs of the organization to doctors and other medical professionals

**ACHIEVMENT**

* Achieved 107% of YTD for FY 2015-2016.
* Achieved 112% of YTD for FY 2016- 2017.

**BOSTON SCIENTIFIC INDIA (RAIPUR)**

March 2017 to February 2018  
Territory Sales Manager

* Responsible for achieving Secondary AOP/Targets in terms of product units and revenue and increase total company market share in assigned territory.
* Responsible for selling and marketing of Surgical Products like Sutures, Meshes, and device and supplies.
* Arranges appointments with medical professionals like doctors and hospital staff to spread awareness about the Product and SOP of product
* Maintains good relationship with nurses and doctors as well as develops contacts with people in the medical world
* Educates the advantages of drugs of the organization to doctors and other medical professionals

**Achievement**

* Successfully Launched the Surgical portfolio for Boston Scientific at Chhattishagaraha Region and assigned business partners and establish sales channel.

**MERIL INDIA PVT LTD. (RAIPUR & JABALPUR)**

March 2018 to PRESENT  
Territory Sales Manager

* Responsible for achieving Secondary AOP/Targets in terms of product units and revenue and increase total company market share in assigned territory.
* Recognize and understand competitive products, features, strengths in relation to the company’s products.
* Gather market intelligence as an audit on hospital usage, competitor products and pricing, also continual updates on general competitive activities.
* Communicate marketing plans / intelligence/competitor activity promptly, including potential sales leads, and information regarding product price or account activity to Regional Sales Manager and other appropriate company personnel.
* Ensure ongoing personal training on all product lines and keep up knowledge of current literature in all fields directly related to product lines.
* Acquire knowledge about processes in the organization around marketing events request, product donation and discount request.
* Responsible to participate around his/her Individual Development Plan in consultation with the manager.

**ACHIEVMENT**

* Achieved 103% of YTD for FY 2018-2019.
* Achieved 110% of YTD for FY 2019- 2020.
* Got entry in multiple Govt account Such as MHA, Railways and Corporation.

**References:**  
Will be furnished upon request

**PERSONAL DETAILS**

**Personal detail: -**

Name : VASHISHTH PAROHA

Father Name : BRAHMA DUTT PAROHA

Date of Birth : 19/11/1986

Address. : 8/3 Anant Villa,Vijay Nagar, Jabalpur. (MP)

Phone No. : 7566264333,

Marital Status. : Unmarried.

**Declaration: -**

I consider myself familiar with Pharmaceutical and medical sales and marketing aspects, I am also confident of my ability to work in a team & information furnished above is true to the best of my knowledge and belief.

**Date: Place: JABALPUR (VASHISHTH PAROHA)**