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| **DIPESH N. MALADKAR.**Acknowledged for strengthening companies to lead in highly competitive situations, targeting assignments in **Sales & Marketing and Business Development** with an organization of high repute. Preferred Location: **Mumbai.** **Application for the post of GM / VP – International Marketing (Pharma)**[Business Head- Emerging Markets (Africa/SE Asia)](https://www.linkedin.com/jobs/view/2438174247/?alternateChannel=search&refId=ceAYdj0sdFn%2BPkQCfpK6oA%3D%3D&trackingId=JAipWIJcWA53nGSo58Miqg%3D%3D&trk=flagship3_search_srp_jobs&lipi=urn%3Ali%3Apage%3Ad_flagship3_search_srp_jobs%3BZpGu%2FaoBS%2B%2BTWpZmSCvM9g%3D%3D)dipeshmaladkar@gmail.com, dipeshmaladkar@yahoo.com 09223548108, 7021920199 |
| knowledge24x24iconsProfile Summary: Pharmaceutical Marketing Professional. |
| * **Achievement-driven professional** with rich and extensive experience of  **25 years** in  **Brand Management, Sales, Strategic Planning, Business Development and Digital / Social Media Marketing in Pharmaceuticals (Domestic & International). Working with V. S. International Pvt. Ltd. for the post of General Manager – International Marketing.**
* Enterprising leader with excellent record of contributions that streamlined operations, invigorated businesses, heightened productivity & enhanced internal controls**;** launched products in **domestic and international markets** such as **ABZ,Cyclopam, Nosic andCital. Launched Indoco’s Overseas Marketing in French West Africa.**
* Leveraged entrepreneurial capability and skills in translating corporate vision, to overcome complex business challenges and deliver on high-impact decisions; renowned for driving an auction base to glide revenue.
* Enhanced organizational reach and market share through the application of robust strategies and excellent client relationship management.
* Key member of the team that institutionalized strategic planning, control processes and systems businesses at a global level; gained various recognitions for not only the organizational growth performance but also excellence in its strategy formulation and other **business processes**. Handling P/L for the division.
* International exposure of working in countries such as **Kenya, Tanzania, Ivory Coast, Sri Lanka, Myanmar, Nepal, Ethiopia & UAE, Oman and Jordan. Handling LATAM countries (Bolivia and Brazil).**
* Promoted Segments: **Acute** such as **Antibiotics, Cough Syrups, Anticold, Analgesics, Painkillers, Gynaec, Paediatric, Ortho & Dentistry** and **Chronic / Semi chronic: Derma, Cardio, Diabeto, Neuro, Psychiatry, Gastro& Ophthalmic.**
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| Core Competencies  |
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| **Sales & Marketing** | **Strategic Planning** | **Business Development** |
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| **Brand Management** | **Market Research & Analysis**  | **Strategic Alliances**  |
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| **Client Relationship Management**  | **Cross-Functional Coordination**  | **Team Building & Leadership** |
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| career24x24iconsCareer Timeline (Recent 3 Organizations) |
| **From May’20****General Manager – International Marketing. V. S. International Pvt. Ltd.** **Jan’19 – Feb’20** **General Manager, International Business, Novo Medi Sciences Pvt. Ltd.****Sept’10-Dec’18****Asst.General Manager, International Business, Indoco Remedies Ltd.**  |
| Work Experience**General Manager – International Marketing, V. S. International Pvt. Ltd. From May 2020****Key Result Areas:*** Heading International Marketing. Liaising with top management for evolving strategic vision, driving change, infusing new ideas and taking product business performance and productivity to the next level.
* Leveraging business, creating product solutions and turning around new initiatives into profit-making ventures.
* Conceptualizing & implementing competitive strategies for generating sales, developing as well as expanding market share towards the achievement of revenue & profitability targets.
* Spearheading operations across Africa, Middle East, CIS, LATAM & South East Asia and reporting to Managing Directors.
* Directing operations across SEA – Sri Lanka, Myanmar, Nepal, Middle East – UAE, Oman & Jordan, LATAM – Bolivia.

**General Manager – Exports, NOVO Medi Sciences Pvt. Ltd., Location – Mumbai From Jan’19-Feb’20****Key Result Areas:*** Liaising with top management for evolving strategic vision, driving change, infusing new ideas and taking product business performance and productivity to the next level.
* Leveraging business, creating product solutions and turning around new initiatives into profit-making ventures.
* Conceptualizing & implementing competitive strategies for generating sales, developing as well as expanding market share towards the achievement of revenue & profitability targets.
* Spearheading operations across Africa, Middle East, CIS, LATAM & South East Asia and reporting to Managing Directors.
* Directing operations across SEA – Sri Lanka, Myanmar, Nepal, Middle East – UAE, Oman & Jordan, LATAM – Bolivia and CIS – Ukraine.

**Highlight:*** Managed entire Africa – Kenya, Tanzania, Ethiopia, Ivory Coast (Entire French West Africa), Uganda, Zambia.

Digital Marketing.**Asst. General Manager, International Business, Indoco Remedies Ltd., Location Sept’10 – Dec’18** **Growth Path:****Product Manager: Sept’10 – Apr’13** **Sr. Product Manager: Apr’13 – Apr’15****Group Product Manager: Apr’15 – Apr’17****Asst. General Manager: Apr’17 – Dec’18** **Key Result Areas:*** Managed marketing of International Business, covering RoW Markets as Asst. General Manager – RoW Markets managing brand portfolio of 70 crores (2017-18) in both acute and chronic segments.

**Highlights:*** Core member in designing marketing strategies for emerging markets & increasing overseas business.
* Supervised Africa, South East Asia, Middle East, LATAM& CIS Countries for Brand Management.
* Extensively travelled to Africa (Kenya, Tanzania, Ivory Coast & Ethiopia), South East Asia (Sri Lanka & Myanmar) & Jordan, Oman and UAE to train sales force, launch new brands, cycle meetings, field work & to analyse competition.
* Headed total brand value 70 crores- Ethical (Cyclopam, Nosic, Cital) & OTC products (ABZ, Tuspress, Tuspel Plus, Febrex Plus)

And Derma products (Clob, Cloben and Cloben G) and (Rexidin Mouthwash & Dentogel for Mouth Ulcers)**Area Sales Manager and Product Manager, Franco-Indian Pharmaceuticals Pvt. Ltd., Mumbai. Jul’06 – Aug’10** **Highlights:*** Received Best Area Sales Manager Award/Certificates for Sales Management & Team Building.
* Maintained excellent relations with retailers & whole sellers.
* Spearheaded the identification of potential products.
* Conducted:
* Sales analysis and designed marketing plans for existing products.
* Training and Cycle Meetings of field staff and enhanced market share of brands.
* Promoted mega brands like Glyciphage, Dexorange, Surfaz/Surfaz SN, Relaxyl, Grillinctus and Sorbiline.
* Product Management of mega brands like Relaxyl, Dexorange, Grillinctus, Sorbiline. Surfaz/Surfaz SN and Topifort MX.
* Promoted Ayurvedic brands like Stimuliv and Golax.

Previous Experience**Senior Area Business Manager, Biochem Pharmaceutical Industries Ltd., Mumbai Oct’05 – May’06****Highlights**:* Launched Cardio-Diabetes Division as Senior Area Business Manager in Mumbai (South & Western Track, Mumbai)
* Developed a team of highly motivated Medical Representatives to achieve company’s sales targets.

**Area Business Manager – Alkem Mediva & Pentacare, Alkem Laboratories Ltd., Pune & Mumbai Oct’02 – Oct’05****Highlights:*** Launched ALKEM-MEDIVA Cardio-Diabetes Division at Rest of Maharashtra.
* Recognised as All India Number 1 Area Business Manager due to successful launch of HOMOCHEK in Rest of Maharashtra.

**Professional Service Representative, Dr. Reddy’s Laboratories Ltd., Mumbai Jul’95 – Sept’02**Sold / Promoted Mega brand like Nice, Reclide, Stamlo, Omez, Mintop topical solution, Cetrine Tablets, DOXT Tab. And Antoxid.Education& Credentials * MBA (Marketing Management) from YCMOU, D. G. Ruparel College, Mumbai in 2002.
* B.Sc. (Chemistry) from Mumbai University in 1995.
* Diploma in Exports Management from NIEM in 1999.
* Pursuing Ph.D. in Management Studies from University of Mumbai.

**Others:*** Certificate Course in Export Management from Ministry of MSME in year 2018.
* Export Management from IIIEM in 2019.
* Honours Diploma in Sales & Marketing Management from National Institute of Sales, Mumbai in 1997.

Personal Details**Date of Birth:** 13th February 1975**Languages Known:** English, French (Basic), Russian (Basic), Hindi and Marathi (Native).**Address:** Hari Om Bldg., 35 – D – 4 & 6, 4th Floor 405 & 406, Mugbhat Cross Lane, Girgaum, Charni Road, Mumbai – 400 004, Maharashtra.Notice Period: 3 Months. |