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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](mailto: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.** |
| Core Competencies |
| |  |  |  | | --- | --- | --- | | **Sales & Marketing** | **Strategic Planning** | **Business Development** | |  |  |  | | **Brand Management** | **Market Research & Analysis** | **Strategic Alliances** | |  |  |  | | **Client Relationship Management** | **Cross-Functional Coordination** | **Team Building & Leadership** | |  |  |  | |
| 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. |