

HARI SHANKAR

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Gurgaon 122102

SUMMARY

Accomplished Business Development Manager with solid record directing sales and marketing activities. Persuasive negotiator with diplomatic communication style and relationship-building expertise. Collaborative professional committed to providing clients with reasonable, business-smart solutions to common issues.

SKILLS

- Business Development
- Strategic Planning
- Competitor Monitoring
- Strategic Business Planning
- Event Planning
- Sales and Marketing
- Sales Presentations

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER | 05/2023 to Current **Triage Meditech Pvt Ltd - Gurgaon**

- Developed short-term and long-term vision and strategy to achieve targeted sales objectives.
- Identified new customers through pipelining, pre-qualification and territory analysis and management.
- Gathered and analyzed business, market and competitor information to support development of strategic marketing plan.
- Prospected, identified and cultivated relationships with contacts to promote product lines and solutions.
- Led sales planning, development and account management to grow existing accounts and establish new sales accounts.
- Developed and significantly grew assigned territory 100 % within first year.

ASSISTANT MANAGER | 12/2021 to 04/2023 **Cipla LTD - Gurgaon**

- Enforced company policies and procedures to strengthen operational standards across departments.
- Initiated inventory control measures to manage and replenish stock, maintain cost levels and meet customer demand.
- Supervised receiving and stockroom activities to identify opportunities with inventory and prevent shrinkage.
- Implemented organization systems for financial reports, schedules and inventory control to improve efficiency and productivity.
- Analyzed business performance data and forecasted business results for upper management.

BUSINESS OFFICER | 11/2019 to 12/2021 **Zydus healthcare limited - Ghaziabad**

- Maintained work safety and followed established operating procedures and practices.
- Represented company at industry meetings, conferences and trade shows.
- Optimized profit and growth opportunities to increase performance outcomes and direct business transformations.
- Provided strategic direction on prioritization, integration and resource application.

MARKETING EXECUTIVE | 09/2018 to 11/2019

Alkem Laboratory LTD - Gurgaon

- Identified, developed and evaluated marketing strategies based on knowledge of company objectives and market trends.
- Maximized outreach by implementing marketing strategies to grow customer base.

EDUCATION AND TRAINING

Monad University - Hapur

B. Pharma

Pharmacy, **05/2017**

AK Inter College - Barnahal

12th

Science Education, **05/2013**

Shri Satanand Inter College - RATHERA

10th

Science Education, **05/2011**

LANGUAGES

Hindi: First Language

English:

C1

Advanced

DATE OF BIRTH

- 05 July 1998

FATHER NAME

- Kunwar Singh

MARITAL STATUS

- Married

SPOUSE NAME

- Dipa Jaint

PERMANENT ADDRESS

- Vill Mugalpur Post-Chandikara, Dist-Mainpuri UP- 205261

HOBBY

- Watching cricket
- Listening music
- Watching OTT
- Traveling