

Academics

University of Bedfordshire
Masters in finance & Business Management

Bedfordshire, UK
2010

Maharshi Dayanand University
Bachelor of Electrical Engineering

Rohtak, India
2008

Professional Experience

Stryker India Pvt. Ltd. World's Leading Healthcare technology company with 1200 employees and \$62 Million revenue.

Area Sales Manager

New Delhi, India- Sept' 22 to Present

- **Stakeholder Management:** Engaged HOD's, BME's and Finance heads of to understand and choose the right solutions for their institutional upliftment that resulted into greater patient outcome.
- **New Business Management:** Introduced and demonstrated the latest offerings of our product portfolios to Max Hospitals. Won rate contract for total of 15 of our 4K laparoscopy system of which 7 delivered within a month.
- **Mentorship:** Mentored 5 sales and service executives to successfully engage and execute 8 training in three different states.

KarlStorz India Pvt. Ltd. World's leading Endoscope Brand with more than 200 employees and \$50 Million revenue in 2022

Territory Manager

Rajasthan, India- Jan'22 to Sept' 22

- **Leadership:** Initiated and executed project "Last Mile" to target TIER 3 market of the state to generate awareness and train Surgeons on laparoscopic techniques that was replicated to the rest of the country later-on.

Assistant Territory Manager

Rajasthan, India- Sept'18 to Jan' 22

- **Innovation:** Conceptualized 'Care' project in collaboration with service team to increase customer satisfaction.
- **Client Management:** Hired and built team of 10 expert surgeons to train and provide continuous support for young practitioners.
- **Planning & Execution:** Led Pre-Sales activities; deals pipeline management; competition tracking; cross functional collaboration with marketing and Service team; proposal development and client pitching. Expanded companies' footprint in the state by winning critical government tenders, increasing YoY revenue growth by 30%.

Medtronic India Pvt. Ltd.

Sales Lead

Rajasthan, India- Sept'17 to Sept'18

- **Strategic Thinking:** Involved three different branches and represented as "One Medtronic" that resulted in 3 corporate and 2 government tenders worth \$1M.

Customer Sales Representative

Rajasthan, India- Nov'15 to Sept'17

- **Distributor handling:** shortlisted and onboarded three distributors to increase market penetration, trained them on company compliance policy and helped them manage stocks.

Restaurant Owner, Grill Inn

New Delhi, India- Jan'13 to Aug'15

- **Entrepreneur:** Singlehandedly planned and started-up a fast-food restaurant; pitched the idea to 10 investors and convinced 2 for investment; liaised with interior design team; interviewed, hired, and built 15 restaurant employees; negotiated with multiple vendors for equipment and continuous supply of raw materials.
- **Business Development:** Opened a franchise store in Madhya Pradesh within 2nd year of operations.

McDonald's UK

Assistant Restaurant Manager (Trainee)

Luton, UK- Jan'11 to Sept'12

- **Leadership:** Headed a team of 35 on busiest day for Luton store on Boxing Day Sales 2011 and delivered high quality standards.

Crew Member

Luton, UK- Nov'09 to Jan'11

- **Conflict and complaint Handling:** Worked as first point of connect for all customer complaints and employee conflicts.

Activities

- As part of KarlStorz Corona warrior team, helped local employees and their family members with hospitalization and Oxygen arrangement and provided masks and sanitizer during 1st and 2nd wave in 2020 & 2021.
- As part of funds for domestic help of Arihant society, assisted over 50 domestic helpers with food and created awareness among their employers for financial help in Mar'20 to Jun'21.
- As part of plantation drive organized by municipal corporation, planted and took care of 100+ trees (2002- 2007).