

Shantanu Raosaheb Jadhav

Area Sales Manager (Sales & Marketing)

4.5+ years of experience in Sales & Marketing in Hospital Division and Industrial area.

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DOB: 22-07-1995

Address: Sukhsagar Nagar Katraj, Pune -411046

Skill Sets:

- Ability to engage with sales, marketing, product management, and technical specialist enable the growth health care business.
- Office Tools: Microsoft Office Specialist Excel, PowerPoint, MS Word.
- ERP

Work Experience:

Area Sales Manager

IMAEC MEDNTEK LTD

17th June 2022 - Present.

- Handling 3 category of Disinfectant, Disposable Garment, Wound dressing.
- Cover Pune area as well as PCMC area.
- Making Distributor, for all category.
- Performing detailed market research, analyzing current trends, and identifying new business growth opportunities.
- Conducting & participating in Training program, Demonstration.
- Working on the development of new marketing plans, sales techniques, and Business strategies in order to maximize profits and minimize expenses.
- Collaborating with the marketing, sales managers and performed various clerical duties as required.

Business Development Officer

Juniper Health LLP (Bilcare Research)

17th August 2020 - 16th June 2022

- Worked in Personal Protective Equipment like respiratory mask.
- Handled hospital division in Pune, Sangli, Satara area.
- Worked in industrial sector in Pune and Kolhapur area.
- Researched & Created new distributor as per territory.
- Driven the sales process, developed new business ideas to complete target.
- Able to Efficiently close order on time.
- Researched new markets and manage existing markets to build, identify, pursue, and close new business growth opportunist.

Business Development Executive

Venus Safety & Health Pvt. Ltd.

25th Feb 2019 -20th July 2020

- Worked in neck -up Personal Protective Equipment and disposable Products.
- Worked in hospital division Pune, sangli, satara area,
- Worked with chemist, research and development department along with all level of customer management.
- Developed customized product according to the market need for specialized neck-up PPE products to grow the business.
- Develops, recommends and implements long term marketing, sales and pricing strategy makes daily pricing recommendation and negotiates sales contracts.

Achievements:

- Published Research Paper: A Case Study of Improving Practices In Water Pump Components Manufacturing.
- Manufacturing of Modern HOE (Kolapa) Machine.
- Avishakar Research District level First Rank (2015-16)
- Avishakar Research University level Third Rank(2015-16)
- Anvention Research University level First Rank (2015-16)
- Avishakar Research University level Second Rank (2018-19)
- Avishakar Resarch State level Gondwana university, Gadchiroli (2018-19)

Educational Qualification:

- MBA (Marketing and operation) : June-2019 (CPI 6.60)
- BBA (Marketing) : April-2017 (53.24)