

SANJITH KAKKAT

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Career Overview

A sales management professional with Six years' experience in the Healthcare industry. I have worked on Pharmaceutical, healthcare products. I have a proven track record of developing new business consistently exceed targets. I had completed a Post Graduate Diploma of Business Administration and am now seeking a new professional challenge.

Professional Objective Statement

Grow and develop in a dynamic environment as a Sales Executive. Increase sales and customer base to achieve company's sales objectives and stay ahead of competition.

Key Strengths

Creative | Insightful | Innovative | Organized
Adaptable | Communicator | Problem Solver
Proactive | Self-motivated | Team worker | Multi-tasking

Core Functional Skills:

- ✓ Effectively meet deadlines, achieve targets.
- ✓ Company success driven – passionate about company's product line.
- ✓ Five years' experience in Business Development.
- ✓ Excellent communication skills, written and verbal.
- ✓ High level computer skills including Excel, Word and PowerPoint.

Education

- ◆ Post Graduate Diploma in Management – Pillai's Institute of Management Studies And Research – Mumbai - 2011
- ◆ B.Sc. Biotechnology – Periyar University - 2008
- ◆ HSC (Plus 2) – Kerala Higher Secondary Board.-2005
- ◆ SSLC (10th) – Kerala Education Board.-2003

Career History

Organization:




March 2017 to till now – Key Account Manager

Sirmaxo is a technology driven healthcare company that is literally a one-step center for every kind of professional solution for infection control and hygiene. Sirmaxo owns its privilege for manufacturing total solutions for infection control and hygiene thereby ensuring complete protection and quality of human life. Sirmaxo committed to produce quality products that cover four broad categories viz. Hand Hygiene, Skin Antiseptics, Instrument Disinfectants and Surface Disinfectants.

Responsibilities:

- ✓ Promote company's health care (infection control) products to the selected hospitals.
- ✓ Meet key decision makers in the hospital on regular intervals and maintain good rapport
- ✓ Get the business as per the account wise business plan
- ✓ Arrange professional educational workshops as per the requirement to create awareness
- ✓ Ensure timely supply of goods and services to key customers through channel partners
- ✓ Manage optimal inventory levels with channel partners
- ✓ Achieve monthly / yearly primary and secondary sales as per the business plan
- ✓ Develop existing business in the healthcare sector in the area
- ✓ Update the product knowledge on a regular basis
- ✓ Report competitive activities
- ✓ Takes action and makes decisions that successfully build customer

Organization:  (Formerly Siemens Hearing Instruments Pvt. Ltd.)
the hearing company

Nov.2015 to Sep 2016-Sales Executive

Sivantos Group is one of the world's top manufacturers of hearing aids. Sivantos provide hearing care professionals with hearing aids branded Signia, Siemens, Audio Service, Rexton and A&M. Complementary accessories, fitting software, Smartphone apps and diagnostics workflow solutions are also part of our portfolio.

Responsibilities:

- ✓ Travel to defined geographies to sell medical equipment.
- ✓ Identifying and establishing new business Negotiating contracts.
- ✓ Generate sales and revenue.
- ✓ Customer data management and handling their queries. Regular sales analysis & sales growth.
- ✓ Maintaining Customer Relationship.
- ✓ Develop and encourage effective promotional offers and sales campaigns. Implement Training with the clients.
- ✓ Kept in close contact with clientele to identify new opportunities and customers – Maintained availability for addressing customer issues, queries and requirements.
- ✓ Regularly attending company meetings, technical data presentations and briefings
- ✓ Anticipating potential negative and positive impacts on the business and adapting strategy accordingly
- ✓ Set up strong relationships with key decision makers.
- ✓ Developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector.
- ✓ Improve product knowledge and sales techniques.
- ✓ Research competitors - Gathers, analyzes and delivers information from the field to the company.
- ✓ Coordinate all issues with key clients between sales, service, support, customer services and marketing.
- ✓ Take orders and ensure delivery
- ✓ Help in the installation and Programming of Hearing aid.

Organization:***Feb. 2015 to Nov. 2015 - Medical Service Representative***

Janssen Pharmaceuticals, Inc., a pharmaceutical company of Johnson & Johnson, provides medicines for an array of health concerns in several therapeutic areas.

Responsibilities:

- ✓ Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling; Organizing conferences for doctors and other medical staff Regular sales analysis & sales growth.
- ✓ Maintaining Customer Relationship.
- ✓ Reaching (and if possible exceeding) sales targets. Keeping detailed records of all contacts.
- ✓ Inventory management.
- ✓ Planning work schedules and weekly and monthly timetables.
- ✓ Keeping up to date with the latest clinical data supplied by the company, and presenting and discussing this data with health professionals.
- ✓ Monitoring competitor activity and competitors' products.
- ✓ Planning work schedules and weekly and monthly timetables. This may involve working with the area sales team or discussing future targets with the area sales manager. Generally, medical sales executives have their own regional area of responsibility and plan how and when to target health professions.
- ✓ Managing budgets for marketing activities.

Organization:***Feb 2014 to Feb 2015 - Sales Executive***

MEYER Organics is one of the leading pharmaceutical manufacturer in India, founded in 1982 . Headquartered in Mumbai, with global presence in more than 30 countries.

Responsibilities:

- ✓ Generate sales and revenue. Monitoring of Stockiest.
- ✓ Market research and feedback to know about the competitors and their activities and inventory management.

- ✓ Regular sales analysis & sales growth.
- ✓ Develop and nurture client relationships Sales tracking in the assigned area.
- ✓ Keeping up to date with the latest clinical data supplied by the company, and presenting and discussing this data with health professionals during presentations.
- ✓ Planning work schedules and weekly and monthly timetables setting & achieving primary & secondary targets.
- ✓ Monitoring competitor activity and competitors' products.



June 2011 to Jan 2014 - Clinical Business Associate

Unichem Laboratories is one of India's most respected pharmaceutical companies. They are committed to delivering better health through superior products.

Responsibilities:

- ✓ Generate sales and revenue.
- ✓ Monitoring of Stockiest.
- ✓ Attending company meetings
- ✓ Building and maintaining positive working relationships with medical staff and supporting administrative staff
- ✓ Market research and feedback to know about the competitors and their activities. Inventory management.
- ✓ Regular sales analysis & sales growth. Maintaining Customer Relationship. Sales tracking in the assigned area.
- ✓ Setting & achieving primary & secondary targets.

Personal Details

Date of Birth : 24th May 1988
Marital Status : Married
Nationality : Indian
Religion : Hindu
Languages Known : English, Hindi, Malayalam & Tamil.