

# Aditya Jagdale

## Assistant Manager - Business Development

To work for an organization which will provide the opportunity to improve skills and knowledge to grow along with the organization's objective.

Talented at maintaining long-term relationships with Health care professionals. Successful at negotiation and collaborating with medical professionals.

Working in Healthcare industry from past 4 years so having great understanding of business development role and escalation management with new account creations

### Work History

**2023-07 -  
Current**

#### **Assistant Manager, Business Development**

*Impactguru , Pune*

- Leading a 2 member team to target patients in a 700 bed hospital in pune
- Strategized & implemented marketing initiatives to increase company revenue from 1.2 lacs to 80 lacs in span of 1 year
- Achieved average sales 8-10 lacs every month
- Completed MOU with hospital which is pending from last 2 years
- Multiple marketing initiatives like collateral and Induction programme conducted in assign hospital to create awareness and help to boost the business of a company.

**2022-08 -  
2023-07**

#### **Area Sales Manager**

*Surehab (Donjoy & Aircast), Pune, PCMC*

- Leading a 4 member team strategizing and implementing ideas to tie-up with multiple doctors, multi-speciality clinics and hospitals, thereby increasing revenue by 35-40% annually with a turnover of 1.3 cr/annum.



### Contact

#### **Address**

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#### **WWW**

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#### **LinkedIn**

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### Skills

Revenue Generation



Strategic planning

- Focus on strong counselling and regular periodic follow up which results in maintaining existing doctors and it's help to add new doctors with a growth of 20-30% in new account creation month on month.
- Collaborated with company & distributors and built effective partnerships devoted to capitalizing on emerging and sustainable sales opportunities.

2020-08 -  
2022-07

## Territorial Sales Executive

*The Aligner Company, Pune, PCMC*

- Experienced Medical Sales Representative with demonstrated history of working in the hospital & health care industry.
- Strong communication skills, regular periodic calls and quick service help to add doctors in my loyalty loop and gain sales more than 2 lakhs every month by my own.
- Penetrated new territories, successfully establishing relationships amongst doctors
- Conducted market research to collect information and insights about target market..

## Education

2019-06 -  
2021-07

### MBA: PHCM

*SPPU, LOTUS Business School - Pune*  
GPA: 8.5

2015-06 -  
2019-05

### B. Pharm: Pharmacy

*SPPU, Abhinav College of Pharmacy - Pune*  
GPA: 6.806

2013-03 -  
2015-04

### HSC

*Maharashtra State Board - Muktangan Junior College*  
GPA: 65.69

2003-02 -  
2013-03

### SSC

*Maharashtra State Board - Vidya Vikas Vidyalyaya*  
GPA: 84



Developing business plans



Building client relationships



Relationship building and management



Business Development



## Languages

Language Proficiency  
English, Hindi & Marathi

## Computer Proficiency

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Skilled in Microsoft Word,Excel, Power point

## Additional Information

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1st Company-The Aligner Company is leading startup company in dental field and product name is Aligner (Invisible Braces ),so my role in company is take care of my territory entirely (Pune, PCMC,Satara) including Sales, end to end supply chain management, data maintenance ,to arrange marketing campaign so my role in Organization is quite diversified. I have to visit orthodontist ( An orthodontist is a doctor who specializes in teeth and jaw alignment.) and Dental colleges, working in very particular field in dentistry.

2nd company- Surehab is young and dynamic company into orthotics and prosthetics, my role is visit orthopedic doctors and physiotherapist mostly and generate sales from them. as a area sale manager I have to look upon various things along with sale target. I am visiting orthopedic hospitals,clinics building strong relationship and help company to established our own clinic in pune

3rd company- In Impactguru we create campaign of patients who couldn't afford their further treatment in hospital,we help them to raise funds for their treatment via crowdfunding.