

MANGESH SHRIDHAR EKALE
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Statement of Purpose

A highly motivated, confident Sales & Marketing Professional with multi-tasking and organizational skills. Having a passion towards product marketing, interacting with clients to analyze market and consumer behavior. Holding an experience of identifying the requirements of corporate client, delivering solution and setting-up client discussion. Possessing significant achievement record in generating leads, qualifying them into opportunity, leadership/team building capabilities.

Work Experience

Organization	Year of Joining	Work Profile	Experience (in Months)
Thermo Fisher Scientific	July 2019	Area Sales Manager	28 Months
Ortho Clinical Diagnostics India Pvt Ltd. (Menarini)	Feb 2015	Area Sales Manager	52 Months
Oncquest Laboratories Ltd	Feb 2014	Business Development Executive	13 Months
SRL Diagnostics	March 2013	Business Development Executive	12 Months

Professional Summary

"Area Sales Manager" – Thermo Fisher Scientific. Working for the Lab Consumables Division – Thermo Fisher Scientific in Hyderabad Location. Handling the business of Pharma, Biopharma and Academic Customers of Hyderabad region (Business of Rs. 20 Crore in pool target). Majorly handling the customers like Hetero Biopharma, Mylan Pharma, Gland Pharma, Natco Pharma, MSN Pharma etc.

"Account Manager" – Thermo Fisher Scientific. Working for the Bio Sciences Division - Invitrogen BioServices India in Karnataka (July 2019). I handle a business of Mangalore & Rest of Karnataka (USD 800K). **Achievements** include first installation of iBright- Gel Documentation System in MAHE Manipal, Installation of First EVOS M7000 in Tier 2 City, installed 20+ Kingfisher instrument in Karnataka, Delivering quarterly AOP, generating new leads, started getting a business from outstation territory like Hubli - Dharwad, Belgavi, Davangere, Shimoga, Hassan Etc.

"Area Sales Manager" – Ortho Clinical Diagnostics India Pvt Ltd. Worked for the Biochemistry, Immunoassay and Immunology-Hematology Instrument in Pune and Rest of Maharashtra (Feb 2015). Handling the business of 13 Cr (Pune 7 Cr + ROM 6 Cr.) **Roles & responsibility** involves handling Instrument and reagent business, generating leads, educating them about products, segmenting products based on user requirements, working with distributors, regular follow-ups with clients and purchase executives, zonal marketing activities, devising promotional strategies, competitor analysis, client feedback analysis & mass mailing activities. **Achievements** established new market presence in clients like Pravara Medical Trust Loni, MGM Hospital Aurangabad, Navle medical college and hospital, Pune and various small labs. Handling Customers Like Ruby Hall Clinic, Jahangir Hospital, Aditya Birla Memorial Hospital, Sahyadri Hospital, Deenanath Mangeshkar Hospital & KEM Hospital in Pune.

"Business Development Executive"- Oncquest Laboratories Ltd. Worked for the High-end clinical test range in Pune region. Initiated business from scratch to 20-25 lac for year. **Roles & responsibility** involves handling high end clinical test range eg. FISH, NGS, Flowcytometry etc. Handling the collection centers, regular follow up with the customers, meeting to medical oncologist and top pathologist doctors. Generating business from the customers like Ruby Hall Clinic, Command hospital, Jahangir hospital, Aditya Birla hospital, Sahyadri hospital and Deenanath Mangeshkar hospital, Pune.

"Business Development Executive"- SRL Diagnostics. Worked for the clinical test range in Pune region. Handling the business of 1.2 Cr. **Roles & responsibility** was to meet all Doctors and Pathologist of Pune region, handling the collection centers and taking care of corporate clients. Handling the business of customers like Sahyadri hospital, Deenanath Mangeshkar hospital, KEM Hospital and Sancheti hospital, Pune.

Education

Degree/ certificate	Year of Passing	Institute, City	Percentage/Grade
MBA (Marketing)	2013	Pune University	B Grade
Bsc (Biotechnology)	2010	SRTMU University	B Grade
HSC	2007	Maharashtra Board	66%
SSC	2005	Maharashtra Board	70%

Training & Certifications

Fundamental of Sales training: Sales academy training

Advanced Key operating training: Advanced product training

SFDC Training: Salesforce CRM training

Computer / Software Skills

SAP Sales Force CRM

MS-CIT

Microsoft Office

Personal Information

Local Address

Gender: Male

#102, Kinara apartment, Kodikal road,

Date of Birth: 26 Jan 1989

Ashoknagar, St. Dominic Church

Marital Status: Married

Mangalore, Karnataka - 575006

Language Proficiency: English, Marathi, Hindi

Declaration

I hereby declare that the above written are true to the best of my knowledge and belief.

Signature: Mangesh Ekale

Place: Mangalore