

# Sandeep Hinge

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## PROFESSIONAL SUMMARY

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***Dedicated, decisive, and professional Key Account Sales Manager demonstrates 13 years & 9 Months of top-performing sales expertise. Proven ability to exceed sales quotas, manage professional development, support regional teams, and drive organizational growth and profitability. Effective leader, communicator, and negotiator with a solid talent for promoting new business through meaningful interactions at trade shows and corporate events. Direct expertise in key account management, product training and placement, and direct sales and marketing. Ability to travel extensively creating a culture for performance coaching, professional accountability, and personal integrity.***

***LEADERSHIP AND MARKET BACKGROUND*** Leadership Strengths include driving top sales results, improving processes, the market growth and expansion. Leadership Style is a positive and passionate coaching results in excellence and accountability. Leadership Continuous Development, Emotional Intelligence, Strength Finders, Energy Advantage, Team Advantage, Situational Leadership, Matrix environment, and Symphony Model Expert Regional Influence with specialists growing connective networks in the Pune and Rest of Maharashtra market. Successful at a fast pace, highly complex, and constantly evolving purchase cycle across the Pune and Rest of Maharashtra area.

## WORK EXPERIENCE

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### Key Account Sales Manager

Nov 2018 - Present

Innov Sources • Pune

- *Managed two teams including 20 Sales Representatives in Pune and Rest of Maharashtra to Top Sales and Launch Results 2019 Rs25 Lakhs in sales.*
- *Leadership continuous development, Energy advantage, Team Advantage matrix, grow method of coaching, new hires, and opportunity sales representatives Specialty Sales products portfolio Pune and Rest of Maharashtra geographical area of sales responsibility.*
- *All sales responsibility includes inventory, budget, new and retention customers, product expansion leads, direct to the customer, hub collaboration, buy and bill, customer training, and overall business acumen.*

### Area Business Officer

Nov 2015 - Oct 2018

Alvio Pharmaceuticals • Aurangabad

- Sold Cardiovascular, Urological, and Diabetes products to specialists, retailers, clinical pharmacists, and pharmacy purchasers within academic medical hospitals to include MGM Medical Foundation, Aurangabad.
- Successfully launched a new division of Alvio Pharma.
- Gained access to multiple cauterization procedures within Cardiology Departments at The MGM Medical Foundation.
- Collaborated with teammates to maintain all assigned Alvio products on hospital formularies.
- 2017 Winner of the Cardiac products convention contest for the highest market share growth.
- Successfully launched Vitel groups, Alnitro, Alviroz group, and Amvio Groups.

**Senior District Sales Manager**

Abbott Truecare Pharma • Pune

Oct 2011 - Oct 2015

- Product Portfolio Anafortan groups, Finecef group, Fightox geographical area of sales responsibility.
- Pediatrician, ENT, General and Family Physician, MD, MS, Dermatology, Dentist, and Gynecologist.
- Top 20% Sales Results in all 3 years.
- Earned 2 consecutive campaigns for exceptional customer service.
- Initiated Educational Programs and product demonstrations TOC, hospital displays, conferences, and programs.

**Senior Sales Officer- S3 Level**

Bharti Airtel Services • Pune

Jan 2007 - Sep 2011

- Negotiated and closed deals with minimal oversight.
- Sold various products by explaining unique features and educating customers on proper application.
- Built and maintained effective relationships with peers and upper management to drive team success to word common sales, service, and operational goals.
- Collaborated with fellow sales team members to achieve group targets, frequently exceeding quotas.
- Retained product, service, and company policy knowledge to serve as a resource for both coworkers and customers.
- Kept apprised of emerging trends and provided informative customer service to assist in product selection.

**EDUCATION**

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**Certificate Program in Import & Export Management**

International Institute of Import and Export Management • Ahmadabad

Mar 2019 - Jun 2019

- Opportunities in Export-Import Industry.
- Difference between Domestic and International Business.
- Role of International Organizations.
- INTERCOMS & Shipping and Logistics.
- Pre and Post Shipment Procedure and Documentation.
- Importance of Product Selection And Importance of Market Selection & Identifying Potential Market.
- Importance of Trade Fairs & Exhibition for Export Promotion and Finding International Buyers.

**Bachelor of Science in Information Technology**

CMJ University • Pune

Dec 2009 - Dec 2012

Information Technology

**Higher Secondary School Certificate**

Vinayakrao Patil College of Science • Aurangabad

Mar 2000 - Feb 2001

- Physics
- Chemistry
- Biology
- Maths

## SKILLS

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- Customer Relations Development.
- Professional Presentations Skills.
- Public Speaking Skills.
- Motivational Skill.
- Business Outreach Strategic Planning.
- Expert in Ocean/Air Imports and Exports.
- Proficient in International Trade Procedures, Incoterms, and National geography.
- Skilled Procurement Specialist.
- Exceptional Analytical Skills.
- Shipment Consolidations Planning.

## PROFESSIONAL CREDENTIALS

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- Certificate Program in Import & Export Management, iiiiEM, Ahmadabad, IN

## AWARDS AND HONOURS

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The Best Launches New Products Award From Alvio Pharmaceuticals	2017
The Excellence Sales Award From Abbott Truecare Pharma	2013

## COMPUTER KNOWLEDGE

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Microsoft Word, Excel, PowerPoint's, Windows 7 and 10 version, Quick Books, Outlook, Hardware, Networking, Internet, SEO, and Social Work.

## PERSONAL INFORMATION

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- Date of Birth- 14th June 1982
- Marital Status- Married