

# Rohan Ghosh

## Business Manager

To achieve career growth through a continuous learning process in order to enrich and utilize esteem skills in Bio-medical Engineering, Servicing and applications of various Healthcare companies to the best in a professional environment. Client-focused Business Manager offering diverse experience in customer service, business , sales, product management and project coordination. Quickly builds relationships with both new clients and business audiences. Quick-learning with excellent multi-tasking skills and mastery of new technology, including excellent proficiency in sales, marketing & product management . Commended for innovation and creative problem-solving to address business challenges.



## Work History

2019-10

### Business Manager

*ZMED LASER, Pune*

- West India (Maharashtra, Goa, Gujarat) & South India (Telangana, Tamil Nadu, Kerala and Karnataka), East and North- east India
- Product: 1470nm, 15watt Surgical Diode Laser for Vascular & Proctology, Gynecology Surgery
- Job Role: Assess and identify new opportunities for growth in current and prospective markets.
- Establish end to end sales.
- Design business strategies and plans to meet the company goals & travelling across PAN India.
- Stay Up to date with product Knowledge, Business process, sales flow, and market dynamic.
- Conduct product and sales trainings to marketing team.
- Achieve sales target.
- Assess overall company performance.

2014-03 -  
2019-09

### Product Specialist

*Lasermart, Pune*

- Coverage Area: West India (Maharashtra, Goa, Gujarat), South India (Telangana, Tamil Nadu, Kerala and Karnataka), East and North- east India
- Product: 1470nm & 980nm, 15watt Surgical Diode Laser for Vascular & Proctology Surgery
- Job Role: Ensure Customer calls & coverage across designated territory for self as per organization policy.
- Organizing appointments and meetings with HCPs.
- Demonstrate or Present products to healthcare staff.
- Handling Live Surgical Demos.
- Impart training to Doctor's on Surgical Laser techniques Handling Distributor's effectively for sale & coverage.
- Maintain PCL accuracy and strong pipeline of leads.
- Develop and Manage KOL's.

2012-12 -  
2014-02

### Customer Care Service Engineer

*Electrocure Services, Kolkata*

- Coverage Area: West Bengal and Orissa
- Product: Critical Care Product
- Job Role: Responds to customer complaints; evaluates and resolves problems of customers.
- Inspects and reviews findings to determine solution to problem that



## Contact

### Address

Pune, Maharashtra , 411028

### Phone

877-764-7950

### E-mail

rohanghosh.2009@gmail.com



## Skills

Setting sales goal.

Excellent

Managing End to end sales.

Excellent

Creating sales plan.

Excellent

Keeping active watch over key account.

Excellent

Customer Relationship Management

Very Good

Cross-functional communication

Very Good

Business planning

Excellent

Strategic planning

Very Good

Business Development

Excellent

customer demands.

- Repairs, tests, and maintains equipment & maintains product manuals.
- Makes recommendations to maintenance technicians and offer feedback on product development, features and functions.
- Assists in installing the equipment & analyzes inspects and reviews findings to determine the solution to the problem that the customer demands.



## Education

2009-03 -  
2013-03

### B.Tech : Biomedical Engineering

Maulana Abul Kalam Azad University Of Technology, West Bengal  
University Of JIS College Of Engineering - Kolkata

2007-03 -  
2009-03

### High Secondary : Science

W.B.B.H, West Bengal Board of High Secondary - Kolkata, WB

2001-03 -  
2007-03

### Secondary : High School

W.B.B.H, West Bengal Board of Secondary - Kolkata



## Accomplishments

- ORGANISATION NATURE OF TRAINING/PROJECT BPL ELECTRICARE SERVICES BASIC ELECTRONICS AND COMPONENT IDENTIFICATION AND CONSTRUCTION OF VARIABLE POWER SUPPLY ATI EPI COURSE PN OPERATION & MAINTAINCE OF VENTILATORS CONDUCTED IIT, MUMBAI OVERVIEW OF MRI, SPIN PHYSICS, RECENT APPLICATIONS OF MRI SUBJECT OF INTEREST:.
- Basic Electronics.
- Bi-instrumentation.

Operations management

Excellent

Business administration

Excellent

KOL recruiting

Excellent

Product Management

Excellent

New Product Launch

Excellent

Demonstration

Excellent