

Rohan Ghosh

Business Manager

Contact

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Skills

Setting sales goal.

Managing End to end sales.

Creating sales plan.

Keeping active watch over key account.

Operational leadership

Customer Relationship Management

Cross-functional communication

Business planning

Strategic planning

Business Development

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

Operations management
Business administration
KOL recruiting
Product Management
New Product Launch
Demonstration

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

Electrocare 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 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.