

VISHAL SHARMA

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A Seasoned professional with over 23 + years of experience in sales, customer support and client relationship management. An innate flair for accepting challenges with entrepreneurship abilities in managing functions and achieving desired targets

MANAGER PROFILE

Effective People Manager Understanding business needs its strategic direction and identifying initiatives that will allow a business to meet those desired targets. Aided by impressive interpersonal and communication abilities and willingness to empathize, understand, and support the team.

Exemplary career record Good relationship management, organizational skills, and abilities with a flexible and a details oriented attitude. Giving recommendations to improve the business and productivity of the Branch.

About: providing visionary sales leadership in highly competitive market. Solid track record. Securing key clients and increasing product.

Distribution to grow market share. Tenacious in building new business, securing customer loyalty, and forging strong relationship with channel partners.

Top performing sales team.

Career Summary

DKSORTHO & SHARMA PHARMACEUTICALS PRIVATE LIMITED .

March 2025 TO TILL DATE

REGIONAL SALES MANAGER (NORTH)

Handling Joints Replacement, Trauma, Mega Prosthesis.

Handling Direct sourcing and selling Product.

Organizing & co-ordination with Doctors for better services and for better Output.

Always follow the Code n Conduct of the company

Handling Punjab, Haryana, Himachal Pradesh, J&K, Chandigarh, Delhi, Uttarakhand.

STERIMED SURGICAL INDIA PVT LTD

JUNE 2018 TO FEB 2025

ZONAL SALES MANAGER

Handling Medical Devices Disposable Products

Handling Direct sourcing and selling Product.

Organizing & co-ordination with Doctors for better services and for better Output.

To handle objection from customers, medical follow-ups, and customer complaints and to follow the system and procedures set by the company.

Always follow the Code n Conduct of the company

Handling Punjab, Himachal Pradesh, J&K, Chandigarh Area.

LIFELONG MEDITECH PVT LTD .

MAY 2011 TO MAY 2018

REGIONAL SALES MANAGER

Handling Disposable Products

Handling Direct sourcing and selling Product.

Organizing & co-ordination with Doctors for better services and for better Output.

To handle objection from customers, medical follow-ups, and customer complaints and to follow the system and procedures set by the company.

Always follow the Code n Conduct of the company

Handling Punjab, Himachal Pradesh, J&K, Chandigarh Area.

DYNAMIC TECHNO MEDICAL PVT LTD.

JUNE 2006 TO APRIL 2011

BUSINESS EXECUTIVE MANAGER.

Handling Health Products.

Handling Punjab & Himachal Pradesh Area.

Handling Direct sourcing and selling Orthopedic appliances

Organizing & co-ordination with Doctors for better services and for better Output.

To handle objection from customers, medical follow-ups, and customer complaints and to follow the system and procedures set by the company.

Travelling in all locations regularly for maximize sale for the company.

Academic Review

Matriculation from PSEB (2000-2001).

+2 from PSEB (2001-03)

Graduate in (Commerce) from GNDU (2003-2006)

Computer Proficiency/SKILLS:

MS DOS, Microsoft Office (Microsoft Word, Microsoft Excel,).

Internet Based Applications, Tally, Oracle & Web Designing.

Personal Data

Date of Birth 24-Aug-1985

Gender Male

Nationality Indian

Marital Status Single

Father s Name Mr.Rajesh Sharma

Mother s Name Mrs.Rama Sharma

Date: 01/10/2026

VISHAL SHARMA

Place: Jalandhar **(Signature of Applicant)**