

Dhruv Dashondi

Deputy General Manager - BD & Exports .

301 , Vraj Villa , Upkar Society , Race course .

Vadodara . India



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PROFILE

An enthusiastic and articulate medical device/ pharmaceutical professional with expertise over International business development including sales, marketing & product management. Highly efficient and leading a team of six international sales persons . As part of a successful team, proactively selling, promoting, strategizing and branding devices across the globe . Moreover , I am managing medical equipment & repeat consumable in order to achieve consolidated sales targets . Frequently communicating, travelling & meeting top level decision makers in India and overseas. I would be an asset to any employer who respects loyalty and responsibility. My areas of expertise are as follows,

- Strategic Planning/ Management & market research .
- International Business development & resource allocation .
- Project Execution & action plan creation .
- Client Relationship Cultivation & work force supervision .
- Training , education and marketing campaign development .
- International sales .



PROFESSIONAL EXPERIENCE:-

7.5 YEARS IN INTERNATIONAL BUSINESS AND PRODUCT MANAGEMENT

AALIDHRA PHARMACHEM PVT.LTD (SEPT 2016- JAN 2017)

Deputy General Manager – BD & Exports .

- Responsible for supervision and management of Business .
- Settled SOP in a month time for systemic processing of the orders .
- Focus is on building strategy , Brand creation , International participations to help sales people deliver the task .
- Proper KRAs and KPIs settlement to sales person.
- Leading a team of professionals to meet the company goal .

ACCUREX BIOMEDICAL.PVT .LTD – MUMBAI. (MAY 2014 – AUGUST 2016)

Deputy manager – International business.

Responsible for territory & corporate management , designing strategy , sales generation and supervision on international sales team. Establishment of partnership with authorized dealers with a focus on key accounts from ASIAN , Europe , MENA , UK & South American territories . Direct prospecting and lead generation activities, establishing and managing relationships with end-user clientele to ascertain mobility technology needs and recommend equipment solutions. Engage clinicians to obtain medical documentation needed for funding. Prepare and administer process documentation. Coordinate custom configuration activities.

Products: - Biochemistry clinical diagnostic reagents, Urine strips, Chemistry analysers, Rapid tests, Serology & micropipettes .

Key Responsibility

- International Campaign Designing & Implementation
- Design & Implement Brand plans .
- Training & development of people
- Market research & troubleshooting problems associated with International marketing and business development
- Identify new business opportunities, customers, markets and potential products.
- Building long term relationships and offering flexible solutions to clients.
- Advising potential clients on the products, providing technical knowledge etc.

Key achievements :-

- Developed entirely new International markets for the Company.
- Transformed operation, fueling 45% sales growth in just 3 months .
- Streamlined sales cycle and business processes to drive sales team productivity 1.5-fold.
- Spearheaded negotiations with key suppliers that resulted in 6% reduction in total cost of goods purchased.
- Engaged core group of suppliers to establish Growth Incentive Bonus (GIB) Rebates as high as possible .

INVENTBIO-MED PVT. LTD. – MUMBAI. (August 2012 – May 2014 .)

Executive (INTERNATIONAL SALES & BUSINESS DEVELOPMENT) .

Responsible for territory management and partnership with authorized dealers in the markets like Australia , Entire Africa, Brazil , Chile Lybia , Algeria , Egypt , Sudan , Ethiopia , Lithuania , Mexico , Morocco, Malaysia for interventional cardiology.

Job profile involves generating business through distributors, supporting clients for registering high risk, single use cardiology devices in respective countries and communicating with internal regulatory department for supporting clients with necessary documentation.

- In depth Understanding of Interventional cardiology field.
- In licensing .
- Preparing management reports, presentations, promotion plan ,data mining for marketing of products and services

PRODUCTS :- All medical device used in Angiography and Angioplasty. (Drug Eluting stents, Bare metal stent, retrieval devices, PTCA guide wire, and accessory like balloon inflation devices, Contrast media Injection, Y-Connectors, Trans radial compression device, femoral compression device, Mani-folds, introducer needle and pressure monitoring line.)

Key achievements:-

- Developed new territories like Latin American , Africa and Asian markets for the Company.
- Created brand Nova Vida chrome.
- Generated total sales of 250000 USD for the business year 2013-2014.

SHRESTH PHARMA NEXUS , (July 2011- August 2012)

Executive (International business development) & freelancer (Nov'2011- July' 2012)

Responsible for exclusive marketing for Pharmasecure- US based firm for 2D & 3D barcodes & SMS based verification system. Job profile also involved secondary research on pharmaceutical companies across the world.

CONSULTATIVE PROJECTS UNDERTAKEN

- *Business Development: Created Strategic plan to provide harmonization of Indian clinical trials with Russia (JSC Nizpharm)*
- *Organizational Diagnosis: Conducted independent study on CDSCO (Central Drugs Standard Control Organization) that resulted in significant literature for circulation of pharmaceutical products in India .*
- *Business Management: Conducted an in-depth analysis of business functions, designed a new marketing, communication, and management plan for Zentiva (Sanofi Aventis).*
- *Analyzed operations of small to medium size organizations (1-8 million dollar organizations). Ensuring systems provide owners and management with accurate numbers so they can measure the success of their organization.*
- *Built strategic business plans that include workload reductions which lead to beneficial results for the company.*
- *Pharmaceutical regulatory Compliance with state and local laws and regulations.*
- *Assisted in the development of procedures for consistency in the quality within the organization.*
- *Analyzed work flow to incorporate quality controls and reduce errors.*
- *Knowledge of International pharmaceutical regulatory bodies and federal laws*
- *Business Analysis of Zentiva (Sanofi Aventis)*
- *Worked on strategic tie ups.*
- *UID coding solutions for DGFT compliance.*
- *Business to Business Corporate Marketing for pharmasecure (US based company) in India.*

Hiren orgochem Pvt. Ltd , (May 2010- July 2011) Executive (Business development)

- *Back office coordination with domestic and international clients .*
- *Continuous harmonization with logistics .*
- *Travelling to meet clients in order to convince them to buy .*



TRAVELLING & INTERNATIONAL EXPOSURE :-

- **Networking with clients in Australia (2010) .**
- **Seminar on International Business development at Melbourne , Australia (2010)**
- **Took corporate meetings with pharma companies in Malaysia (2010) .**
- **Attended International India Live conference (2012 & 2013) .**
- **Attended CPHI, India (2010, 2012, 2013, 2014 , 2015 ,) .**
- **Conducted techno commercial training in Vmed solutions, Malaysia (2014) .**
- **Attended stake holders meeting at Ahmedabad with AIMED and pharma engineering association (2014) .**
- **Trained for exports by Govt .of .India approved for program (2014) .**
- **GIL corporate conclave , Mumbai (2014) .**
- **Attended Medical Fair Asia , Singapore (2014) .**
- **Seminar on European Medical Device regulations , Mumbai (2014) .**
- **Seminar on Emerging world markets , New Jearsey ,USA (2014)**
- **Africa Healthcare forum , Mumbai (2014)**
- **Arab health , Dubai, UAE (2012 ,2015, 2016) .**
- **Latin buyer seller meet at Taj Lands , Mumbai (2015)**
- **Customer visit and Networking with potential clients in Sri lanka (2015) .**
- **Represented Accurex in MEDICA at Dusseldorf , Germany (2015)**
- **Customer Visit in Kathmandu for extensive networking , Nepal (2016)**
- **Represented Accurex in KIHE at Almaty , Kazakhstan (2016)**



EDUCATION

- 2006 - 2010 **B. N. B Swaminarayan pharmacy college** : Completed Bachelor of Pharmacy with 73.14 % .
- 2005 - 2006 **Shree Pratap high School (GSEB):** : Completed Higher Secondary Certificate Examination with 77.40 %.
- 1994- 2004 **Shree Pratap high School (GSEB):** Completed Secondary Certificate Examination with 83.86% .



PERSONAL PROFILE

- Father's Name Mr. Bharatkumar A Dashondi .
- Date of birth 18th October 1988.
- Sex Male.
- Marital Status Married .
- Languages English, Hindi, Gujarati (Fluent in all)
- Permanent Add. At&po- Brahmin street , Ramanuj , vansda . Dist- Navsari . Gujarat (396580). India



References :-

- Mr. Abhinav Thakur
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- Mr. Nitin Lembhe .
 International business manager- Meril life sciences . India
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