Vedprasad Thakare

Sr Sales Manager

vedprasad111@rediffmail.com 9527970233

Near Suryamukhi Ganesh Mandir, Mahalunge, 411045, Pune. 1985-09-08

Married Male

Career Objectives

To work at a professionally managed organization by utilizing my knowledge, practical experience and enrich my competencies in my chosen line and to contribute to the organization's success.

Professional Experiences

Sr Sales Manager, *Infogem Web Solutions Pvt Ltd/Schoolcanvas* 08/09/2023 – Present

- Lead Generation Through outbound sales Direct sales and Inside Sales
- Giving Software Demo Offline and Online also.
- Achieve Monthly, Quarterly and Yearly Target
- Handling K12 Segment School, Cold Calling And Networking Sell
- Visiting School and Meeting with School owner.
- Product Demonstration and Presentation with the Key Decision Maker.
- Relationship building, Negations and Close the deal. Up-Sell And Cross-Sell
- Data Uploading and Preparation...
- Handling Query and Concern
- Maintain Excel, PowerPoint, Pivot Table and Prepared presentation for training
- Prepare Reports and Maintain Customer Dashboard

Assistant Manager, *Elets Technomedia Pvt Ltd.* 18/10/2021 – 07/09/2023

- Conducting research within a target market to develop conference Event.
- Identifying, Inviting and confirming appropriate speakers for conferences.
- Planning & Execution of a Healthcare events/ conferences related to Healthcare, Pharma, Radiology and Imaging, and Diagnostics Sectors Etc.
- Create a relevant, thought provoking and high quality program based ensuring the conference meets revenue targets.
- Healthcare and Educational Events.
- Consistently meet and exceed events activity targets.
- Good PR & Liaison with leading hospitals chains, pharmaceuticals companies, Radiology and Imaging, Diagnostics, health tech companies, health start-ups PAN India
- Got Star Of The Month Award.

Business Development Manager, *Scorg Technologies Pvt Ltd.* 13/06/2017 – 15/10/2021

- Specialties- Project Management, Resource Tracking & Management, Invoice Management & Operations Management.
- Generating Leads and Managing Various Territories
- Contacting Potential Clients via Calls, Cold Calls or Emails to establish rapport andset up meetings
- Preparing Demonstrations/ Presentations of the product
- Developing Quotes, Proposals, Handling Negotiations & Closing Deals
- Creating Various Marketing Plans & Strategies
- Maintaining fruitful relationship with existing customers

Sales Manager, *Ranbaxy Labs Pvt Ltd.* 21/12/2011 – 02/06/2017

- Brand Management and Market Research for Vidarbha region.
- Work on the increment of sales and promotion of the product
- Plan and implement various activities and techniques for marketing
- Development of business territory and branding
- Customer Relationship Management.
- Promoting products, Explaining USP of the products, liquidating goods fromstockiest, monthly based Order Value, Compilation, availability of products, and resolving client concerns.

Educational Qualifications

Masters In Biotechnology (M.Sc.), 2010
Rashtrasant Tukadoji Maharaj Nagpur University (RTMNU)

B.Sc., *SSSKRI*

ATD, *ACM, Karanja lad*

HSC, *M.J. High school, Karanja*

SSC, *J.C. High school, Karanja*

Declaration

The information in the resume is true and accurate to the best of my knowledge.