**CURRICULUM VITAE**

**NEHA GOYAL**

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**JOB OBJECTIVE**

Seeking middle level managerial assignments in Sales & Marketing and Business Development in the Healthcare / FMCG / F&B sector preferably in Delhi / NCR

**PROFILE SUMMARY**

* A dynamic professional with over 3+ years of experience in Sales & Marketing, Team Management and Business Development in the Healthcare sector
* Presently associated with Life Cell International Private Limited, Delhi as Team Leader
* Proficient in driving sales initiatives & achieving desired targets; exploring sales avenues to build consumer preference and drive volumes, thereby achieving increased sales growth across the region
* Capability in building & maintaining relationships with doctors / medical fraternity, establishing large volumes, high profit accounts with excellent levels of retention and loyalty
* Possess sound knowledge of marketing and launching of products, securing new customers and focusing on corporation's segmentation strategy
* An effective communicator with excellent presentation and people management skills

**CORE COMPETENCIES**

Sales & Marketing Business Development Team Management

Key Account Management Market Intelligence Client Servicing

**ORGANISATIONAL EXPERIENCE**

**June’11 – till present** **Life Cell International Private Limited, Delhi as Team Leader**

**Growth Path**

**June’11 - Dec’12 Counsellor**

**Jan’13 – Dec’ 2013 Business Development Officer**

**Jan’14- April’14 Relationship Executive**

**May’14- till today Team Leader**

**Responsibilities as Team Leader**

* Developing the business for the company through direct sales.
* Handling various channel partners and maintaining cordial relationships with Gynaecologists and the hospital staff for generating leads.
* Manage team of 5 people to get the target projected by company.
* Conducting daily hurdles to develop new skills to overcome competition.
* Motivate and give direction to my team to accelerate them for target achievement in efficient way.
* To know weakness and strength of my team mates to utilize them accordingly.
* Provide effective support from HO and higher hierarchy to give required growth to centre.
* Deliver monthly sales and expenditure report to maintain the data.

**Highlights**

* Efficiently managed a team of 5 people and a branch for the company
* Successfully qualified to be a part of the Achievers Club.
* Commenced various tie-ups with hospitals like Sehgal hospital, Max hospital.

**Responsibility as Relationship Executive**

* To generate new leads and make them prospect.
* Convert prospect into Client and give them best service.
* Meet Gynaecologist and Distributors for lead generation.
* Present company, concept and service to client by presentation and make them satisfy to take their decision.
* Employed client servicing techniques to achieve customer retention.
* Generate sales report at the end of the month.

**Responsibility as Business Development Officer**

* Develop new business areas by tie ups and proposals.
* Generating leads from the developed areas.
* Delivering best and healthy prospect to increase conversion.
* Conducting promotional events for companies branding.

**SUMMER TRAINING / PROJECT**

Organisation: M & M Micro-propagation, Chandigarh

Period: 6 weeks

Title: Effect of growth regulators on micro-propagation of medicinal plant.

Description: The purpose of the project was to analyse the growth of medicinal plant by adding different quantity of growth regulators.

Organisation: Nestle India Ltd

Period: 16 weeks

Title: Calibration and validation of rapid instrument NIRS-5000

Description: To develop analytical profile for the measurement of Fat and Moisture in Milk Powders by NIRS 5000.

**EDUCATION**

* 2011 B.Tech Biotechnology from Lovely Professional University with CGPA 7.6
* 2007 12th(Science) from Dr. SAif Ud-din Kitchlu Public School, C.B.S.E with 71%
* 2005 10th DN Model Sr. Sec. School, Moga, C.B.S.E with 76%

**COMPUTER KNOWLEDGE**

* Window XP, MS-office (Word, Excel), Internet Browsing.

**PERSONAL DETAILS**

Date of Birth: 12TH Aug’1989.

Address: H.No-275, galib apartments, pitampura, New Delhi-110034

Languages Known: Hindi, English & Punjabi

I hereby acknowledge that the above mentioned information is correct.

**Regards**

**Neha Goyal**