

KARAN TICKOO

AREA SALES MANAGER.



A Self-motivated and result oriented sales and marketing professional. I strongly believe in team work and adept at resolving problems by communication and coordinating skills. A Business pacesetter with proven record of business development, new client acquisition and vendor development.

Contact Me

Mobile

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Address

Mira-bhayander, Thane, India.

Birth Date

05/Sept/1991

Awards

Rising star of the year 2018.

Sales Performer of the year 2019.

Product champ of the year 2019, for HIV ICT product range.

Platinum Club award winner 2019 for achieving KRA score of above 85% and target achievement of more than 150%.

Recieved several Star of the Quarter and Execution Champ awards for outstanding sales performances.

Education

————— Pursuing -
IIM Rohtak
Executive Program In Product and Brand Management

————— 2015 - 2017
Mumbai University
MSc. Biotechnology
Grade A with CGPA 6.5 out of 7.

Experience

————— July 2017 - June
2019

Tulip Diagnostics Pvt. Ltd.
Sales Officer
The Primary objective is to increase sales of the entire product range including instruments, viz., Immuno-hematology, CLIA, ELISA, Coagulation etc.

To achieve the assigned sales target in a designated area on monthly basis and eventually the annual sales target.

Cover entire area and make database of pathology labs, diagnostic centres, hospitals, healthcare centres, etc.

July 2019 - Mar
2021

Tulip Diagnostics Pvt. Ltd.

Sr. Sales Officer

Achieve monthly, quarterly and annual sales target. Develop more business opportunities by getting new client conversions, to increase new instrument installation base to increase market share and a continuous reagent business through the instrument reagents.

To perform demonstrations of the instruments and other products in the portfolio and to give application support by timely attending customer complaints and other technical issues for better customer satisfaction.

Worked closely with key accounts in my area viz., Tata Hospital, Thyrocare, Global hospitals, KEM hospital, Somaiya Hospital etc for new business opportunities. Generated a good amount of business in these key accounts.

Skills

Good communication skills
Team player
Leadership Quality
Quick learner
Hard & Smart working
Positive attitude
Analytical Thinking

Languages

English, Hindi, Dogri, Kashmiri

Interest

Music, Travelling, Cooking

Others

Immunology, ELISA, CLIA, Immunohematology, Serology, Clinical chemistry, Hematology, Coagulation, etc.
Sales and marketing, Business development, Biotech industry, In-vitro diagnostics

April 2021 -
working

Transasia Biomedicals

Area Sales Manager

Achieve monthly, quarterly and annual sales target. Make sales forecast of my territory to the management.

Generate more business in the assigned territory by doing maximum no. of new client acquisition and also old customer retention.

Maintaining positive business and customer relationship effectively. Co-ordination with service and application team for better customer satisfaction.

Generate new leads of prospect customers by cold calling and networking and convert them into business opportunities.

Working with channel partners and try to maximize their business efficacy by jointly working with them on new accounts for new business opportunities, sharing with them the market opportunities for the company's product range and sharing company's schemes, strategies and policies.

