



JANARDAN YADAV

Sales Manager, India & International

PERSONAL DETAILS

Contact

Address: E-256, DS-Max Savera Apartment, Ut-tarahalli Main Road,
Bengaluru, 560061, India
E-Mail: janardan86.yadav@gmail.com
Mob: +919008008796

Place of birth

Gorakhpur, Uttar Pradesh, India
LinkedIn: <https://www.linkedin.com/in/janardan-yadav-iim-v-ai-ml-leadership-862434b5/>

PROFESSIONAL SUMMARY

Dynamic and results-oriented Sales Leader with 17+ years of experience in Sales, Strategy, P&L, BD, Marketing and Process Excellence. Driving revenue growth, leading high-performing sales teams, and leading strategic market expansion initiatives. Proven track record of exceeding targets, building strong client relationships, and optimizing sales operations across global markets. Proficient in leveraging data-driven strategies, CRM tools (e.g., Salesforce), and sales automation platforms to scale businesses and achieve sustainable growth. Seeking senior leadership roles in Healthcare, Life Sciences, Medical Devices, and IT (SaaS, PaaS) to deliver transformative business outcomes and drive organizational excellence.

EMPLOYMENT HISTORY

Sales Manager-Business Consulting, Global Value Web Technologies (GVW), Bengaluru

03/2024 - Present

Proven track record in driving revenue growth and leading digital transformation across India, APAC, US, and EU markets. Expertise in healthcare, life sciences, pharmaceuticals, medical devices, and diverse industries, including energy, aerospace, FMCG, and GCC. Skilled in strategic sales, market expansion, and C-suite engagement, aligning business goals with compliance and digital innovation.

Core Expertise:

- **New Customer Acquisition & Business Development:** Spearheaded new customer acquisition by identifying growth opportunities using a growth matrix in target markets. Drove market expansion and market penetration activities, resulting in significant business growth.
- **Go-to-Market (GTM) Strategy & Campaign Management:** Led GTM activities, designed and executed multi-channel marketing campaigns like lead generation, product launch, brand awareness, event promotions, and digital marketing initiatives. Drove brand visibility and market expansion & Collaborated with cross-functional teams .
- **Sales Enablement & Strategic Initiatives:** Spearheaded the market research and identifying customer needs. Developed data-driven sales plans, implemented lead-generation strategies, and leveraged value propositions to close deals. Oversaw project execution in collaboration with the service team.
- **Sales and Marketing Strategies:** Spearheaded sales success through market segmentation & targeting (STP), account-based activities, pricing strategy, white papers, webinars, demos, POCs, and event participation.
- **AI-driven Software Solutions Deployment:** Led sales and deployment of AI-powered SaaS and cloud-based solutions, including LIMS, ELN, ESP-ERP, EBR, 3D CAD, and PLM.
- **Data Analytics & Engineering Services:** Led the business in advanced data integration, visualization, analytics, business intelligence, data cleaning, real-time reporting, and dashboarding.
- **Clinical Trials & Regulatory Compliance:** Led ETL-to-RWD/RWE and HEOR solutions, specializing in master data management, biostatistics, statistical programming, and regulatory compliance services.
- **Manufacturing & Quality Assurance Services:** Led the business in manufacturing technical operations, supply chain optimizations, regulatory compliance (FDA, ISO, EU GDPR) audits, inspections, CAPA, risk assessments, CSV, and master data management. Proficient in QMS tools like TrackWise and Veeva Vault QMS.
- **Product Lifecycle Management (PLM):** Led commercial for product development, GAP assessments, regulatory compliance, process optimization, change control, and continuous improvement initiatives.

- **Strategic Sales & Partnership Management:** Negotiated **strategic partnerships**, driving **60% account growth**, acquiring six enterprise clients, and boosting repeat business by **40%**.
- **Leadership & Talent Development:** Inspired and led teams, fostering collaboration and driving innovation.

Key Achievements:

- **Sales Excellence:** Consistently exceeded **revenue targets**, driving **60% account growth** and acquiring six new enterprise clients, increasing market share through **global market expansions**.

Senior Assistant Manager, Business, Baxter India Private Limited, Bengaluru

04/2020 - 03/2024

Sales Leadership & Strategic Account Management

- Spearheaded the **revenue growth** in **Government and Public Sector accounts in Healthcare, and Life sciences**. Consistently exceeding **sales targets** through **SPIN and Solution Selling** techniques.
- **Led value-driven account plans**, addressing **customer pain points with tailored solutions**, and **built a million-dollar business from scratch**.
- Fostered **cross-functional collaboration** with partners and internal teams, ensuring smooth implementation and **customer satisfaction**.
- Maintained a robust **sales pipeline** through accurate **forecasting, CRM-driven insights, and strategic account management**.

Sales Achievement

- Led **sales growth** in the competitive **capital equipment and Software (TrueVue Cloud & Analytics)** segments. Handled **deal sizes ranging from \$50,000 to \$1,200,00**. Achieved **\$3.6 million in business volume** and ranked as the **top performer** in India.

Stakeholder Engagement & Relationship Building

- Built trust-based relationships with **C-level executives (CEOs, CFOs, CXOs)** and key decision-makers (**KOLs, KDMs**), influencing sales through **tailored solutions and influence-based selling**.

Strategic Sales Planning & Execution

- Exceeded **sales targets** through **strategic planning and effective execution**.
- Led complex **RFP/tender preparation, deal negotiations, and successful closures**.

Market Insight & Competitive Positioning

- Monitored **market trends and competitor activity** to formulate **sales strategies**, ensuring a **competitive edge** and securing **market share**.

Area Sales Manager, Baxter India Private Limited, Chennai

07/2016 - 03/2020

- **Market Expansion:** Spearheaded **business growth in India**, transforming the territory into a **high-performing region**, driving significant **growth**.
- **Team Management:** Led a high-performance team of **8 members**, including **6 Key Account Managers**, fostering collaboration and enhancing team productivity.
- **Sales Achievement:** Achieved remarkable **sales growth**, increasing **revenue from scratch to \$1.8 million USD** in just **1 year**, exceeding targets and boosting market presence.

Sr. Key Account Manager, Baxter India Private Limited, Bangalore

04/2014 - 07/2016

- **Managed Key Accounts:** Managed high-value accounts, driving **revenue growth of \$10M+** through **tailored solutions and exceptional customer service**, fostering long-term relationships and maximizing account value.

Key Account Manager, Baxter India Private Limited, Bangalore

11/2011 - 03/2014

- **Sales Strategy:** Led **account expansion, improved client retention, and consistently drove revenue growth**.

Sales Executive, ICPA, Unichem & German Remedies (Zydus)

06/2007 - 09/2011

- **Revenue Generation:** Worked as a **sales representative** to achieve **revenue goals and driving sales growth**.

EDUCATION

Executive program in AI/ML, Indian Institute of Management, Vishakhapatnam (IIM-V), Vishakhapatam

08/2024 - Present

- Currently pursuing an Executive Postgraduate course in AI/ML from IIM-V, specializing in Machine Learning, Natural Language Processing, Computer Vision, and AI/ML applications in Sales, Marketing, Operations, and more.
- **Technical Skills:** Python, R, SciPy, Pandas, NumPy, Seaborn, Power BI, Tableau, Kubernetes, Excel.
- Proficient in leveraging data analysis and visualization tools to generate actionable insights, automate processes, and drive efficiency in data management and revenue growth initiatives.

M.B.A , Christ University, Bengaluru

01/2020 - 01/2022

Holding a Master's degree in Strategic Management from one of India's Top 20 B-Schools, where I ranked among the top 3 students with CGPA 3.62/4. Skilled in Strategic Management, Global Business, Marketing Management, Business Analytics, Data Analytics, and Data Governance.

Bachelor of Science, D.D.U Gorakhpur University, Gorakhpur

01/2002 - 06/2005

Dual degree holder in Life Sciences and Chemistry, with in-depth knowledge in areas such as Biotechnology, Biochemistry, and Microbiology, along with a strong foundation in Chemistry.

SKILLS

Communication Skills

Ability to work in a team

Critical thinking and problem solving

Fast Learner

Adaptability

Advanced Analytical Thinking Skill

Team leadership

Ability to Work Under Pressure

TECHNICAL SKILLS

Sales & CRM Tools: Proficient in Salesforce (CRM, Sales Cloud, Reporting), ZoomInfo, Apollo.io. Data Analysis & Statistical Tools: Experienced in SAS, R, Tableau, and Python (Data Analysis, Visualization, and Predictive Modeling).

AWARDS & ACHIEVEMENTS

Key Achievements & Recognitions:

- **Exceptional Sales Performance:** Earned the GM Club Award, President's Club (Annual Star Award), and over 50 accolades, including 30+ SPOT Awards, 10 Baxter I-Con Awards, and a prestigious foreign trip for being the top performer in India.
- **Leadership Excellence:** Led a high-performance team of 10, maintaining 0% attrition and fostering a culture of collaboration, accountability, and high achievement.
- **Revenue Growth & Market Leadership:** Drove revenue growth from USD 40,000 (FY 2017) to USD 4 million (FY 2023), securing market leadership in the region.
- **Top Sales & Leadership Recognition:** Honored as LinkedIn Top Sales Voice and Top Leadership Voice, highlighting excellence in sales and thought leadership.
- **Salesforce Training & Development:** Recognized for mentoring junior colleagues on Salesforce.com, enhancing team productivity and driving sales efficiency.
- **Cross-Functional Collaboration:** Awarded for exceptional collaboration across teams, ensuring seamless execution of business strategies and driving organizational success.
- **Cultural Ambassador:** Recognized for living and promoting Baxter's core values of collaboration, speed, simplicity, and courage, significantly contributing to company culture and success.
- **CSR Leadership:** Led 30 team members in CSR activities for an NGO in Bangalore, managing fund collection, event execution, and partner engagement, earning company recognition for driving community impact.