

AJAY KUMAR MAURYA

Area Sales Manager

CONTACT

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PROFILE SUMMARY

Experienced and results-driven Area Sales Manager with a proven track record in developing and executing successful market development strategies. I am seeking a challenging role where I can contribute my skills in strategic planning, team leadership, and creative problem-solving to achieve business objectives.

EDUCATION

2016 - 2019
DELHI UNIVERSITY SOL

- Bachelor of Arts

2014 to 2015
HIGHER SECONDARY(12TH PASS)

- Central Board of Secondary Education - Delhi

SKILLS

- Sales Team Management
- Key Account management
- Teamwork
- Market Analysis Development
- Sales Forecasting and Reporting
- Effective Communication
- Business Development

LANGUAGES

- English: Fluent
- Hindi: Fluent

WORK EXPERIENCE

Gadgetry Fixman LLP 2021 - PRESENT
Area Sales Manager

- Management of Distribution, Dealers & ISD's in order to achieve assigned target.
- Handling of Primary Sales, Secondary & Tertiary.
- Market visit as per PJP
- Monthly reports making & MIS handling.
- Coordination through service center& dealers to ensure timely installations & services.
- Ensuring regular market activities to boost sales in lower sales areas.

Herbs and Essential Oils PVT LTD 2019 - 2020
Business Development Manager

- Conducted comprehensive market research to identify potential clients and emerging trends in the US pharmaceutical market for herbal and essential oil-based products.
- Developed and implemented strategic sales plans to penetrate the US market, driving business growth and increasing revenue through client acquisition and retention.
- Built and maintained long-term relationships with US-based pharmaceutical companies, manufacturers, and distributors, resulting in significant business expansion.
- Ensured compliance with US regulatory standards, including FDA requirements, for exporting pharmaceutical products and raw materials.
- Led contract negotiations, securing profitable deals and establishing favorable terms for product sales and distribution.