

MAYANK KHADELWAL

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♂ Male

🇮🇳 Indian

Highly motivated and results-oriented professional with a diploma in Pharmacy and a strong background in sales, marketing, and business development. Experienced in the healthcare industry, with a proven track record of driving growth and achieving business objectives. Skilled in digital marketing, CRM, and relationship management. Committed to delivering outstanding results and contributing to the success of organizations.

Education

Aug 2014 – Jul 2016

DIPLOMA IN PHARMACY
JSS COLLEGE OF PHARMACY, MYSURU

Apr 2013 – May 2014

S.S.C
H.G. INTERNATIONAL SCHOOL, ABUROAD

Apr 2011 – May 2012

H.S.C
H.G. INTERNATIONAL SCHOOL, ABUROAD

Employment

Feb 2022 – Present

Executive in the Growth Department

Zeno Health, MUMBAI

- Handle digital marketing initiatives to drive brand awareness and customer acquisition.
- Utilize CRM systems to manage customer relationships and optimize retention strategies.
- Collaborate with cross-functional teams to develop and implement growth strategies.
- Analyze data and metrics to measure campaign success and identify areas for improvement.
- Contribute to the development of marketing plans and strategies to achieve company goals.

Aug 2021 – Jan 2021

Executive Business Development

Shalby Multispecialty Hospital, Naroda

- Successfully contributed to the business development initiatives of the hospital.
- Developed and implemented strategies to drive growth and increase patient admissions.
- Established and maintained relationships with key stakeholders, including doctors and medical professionals.
- Collaborated with cross-functional teams to execute marketing campaigns and promote hospital services.

Sept 2019 - June 2021

Professional Sales Representative

Era Pharmaceuticals, Dombivli , Mumbai

- Promoted and sold pharmaceutical products to healthcare professionals and customers.
- Built strong relationships with doctors, hospitals, and pharmacies to generate sales and increase market share.
- Conducted product demonstrations, organized seminars, and participated in medical conferences.
- Assisted in the development of marketing collateral and promotional materials.

Jun 2017-July 2019

Pharmacist

Noble Plus, Churchgate, Mumbai

- Dispensed medications and provided medical advice to customers.
- Managed inventory, ensuring compliance with legal and regulatory requirements.
- Offered personalized customer service and addressed inquiries and concerns.

Skills

- Comprehensive pharmaceutical knowledge, including drug interactions, dosage calculations, and pharmaceutical terminology.
- Strong understanding of CRM systems and their application in driving customer engagement and retention.
- Excellent communication, interpersonal, and presentation skills, fostering productive relationships with clients and stakeholders.
- Analytical mindset with the ability to analyze data, identify trends, and make data-driven decisions.
- Strong organizational skills, attention to detail, and ability to multitask effectively.

Internship

Aug 2016 – Nov 2016

Pharmacist

Colombia Asia Hospital, Mysuru

- Assisted with various pharmacy-related tasks, working closely with senior pharmacists.
- Ensured accurate medication dispensing and provided patient care.
- Gained valuable insight into hospital pharmacy operations and medication safety.