

ASHWIN R PATHAK

P +91-9930522463

E Ashwinpathak.6616@gmail.com

A Mumbai, MH 400076

M +971-524322946

L LINKEDIN.COM/IN/ASHWIN-PATHAK-BA5938112

PROFILE SUMMARY EDUCATION

Dynamic International sales executive well-versed in cross-platform integrated sales and marketing. Proven expertise in developing custom content programs, brand extensions and partnerships in international markets. Lead integrated sales operations for Orthopedic medical devices in Vietnam and Indonesia

EXPERIENCE

Meril Health Care Pvt. Ltd (01/2020 – 01/2022)

International sales Executive (Orthopedics)

- Country associate for Meril Healthcare products, in Vietnam and Indonesia
- Owned all the aspects of sales & market planning, product launch & development, and account management for the Territory
- Participated in internal international event at 'Meril Academy' with a participation of more than 120 international delegates from 21 different countries; had the experience and exposure to manage the event logistics, event branding and execution of clinical content with direct transmission of live cases from international and domestic centers during the event.
- Dealer and partner hunting in the designated countries and bringing them on board for the products distribution
- Collaborate with Business Unit Head to make strategic sales & marketing decisions
- Tracked market economic, social and political conditions as they related to competitive activity, emerging trends, promotional opportunities, and market share
- Demonstrating and engaging to distributors and doctors in Product (JR & Trauma) training and marketing activities
- Developed relationships with the clients and potential clients to improve business growth
- Participating in International exhibition KONKER PABOI 2021 – Indonesia to showcase and promote Orthopedic product portfolio

EDUCATION

PUNE UNIVERSITY

- B.E. Mechanical – 6.76 CGPA

Maharashtra State Board

- HSC – 68.91%
- SSC – 78.91%

KEY SKILLS

- INTERNATIONAL SALES
- PRODUCT LAUNCH & DEVELOPMENT
- DATA MANAGEMENT
- PRODUCT SERVICE AND PROMOTION
- BRAND MANAGEMENT
- MARKETING RESEARCH & STRATEGY
- SALES OPERATIONS & PROJECTIONS
- DIGITAL MARKETING
- TERRITORY MANAGEMENT
- CUSTOMER COMPLAINT RESOLUTION
- RELATIONSHIP BUILDING
- STRATEGIC PLANNING
- LEAD GENERATION
- TECHNICAL TRAININGS & PRESENTATION
- MICROSOFT OFFICE

American Express (10/2019 – 12/2019)

Business Development Executive

- Defined and integrated roles, responsibilities and processes for business team and data management organization strategized and implement successful approaches to revitalize underperforming product lines and create profit-generating enterprises.
- Researched clients' needs and goals to offer appropriate product and solutions.
- Came up with detailed plans to enhance sales and prioritize long term business goals being in frontline sales.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.

COMMUNICATION

- A comparative investigation for tool life of rolling mill dies through cryogenic treatment.
- Graphene a hard material.
- Mechanical Alignment and Kinematic alignment in TKA.
- Patellar resurfacing Vs Patellar retaining.
- IS Revision Possible
- Basic Principles and Techniques of plates & nails (AO Trauma)
- CAOS

BUSINESS DEVELOPMENT ACTIVITIES

- Assisting surgeries
- Training of distributor staffs
- International Medical device conference & exhibition participation
- Round table meetings with surgeons
- Technical presentations and demonstration

LEADERSHIP

- Designing head SEA BAJA 2018 Sandip team.
 - Department representative for Mechanical engineering student association (MESA)
-