



DARSHAN RAVAL

PROFILE

I am an energetic, ambitious person who has developed a mature and responsible approach to any task that I undertake, or situation that I am presented with. As a MBA person with 8+ years of experience in management, I am excellent in working individual as well as in team to achieve a certain objective on time and with excellence.

CAREER OBJECTIVE

To secure a responsible career opportunity where I can utilize my training, technical as well as management skills that would turn to be in favor of the organization and also making significant contribution to the success of the organization.

CONTACT

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WEBSITE:

www.way2innovate.wordpress.com

EDUCATION QUALIFICATION

MASTERS IN BUSINESS ADMINISTRATION

April 2015 – May 2017

Gujarat Technological University

BACHELOR OF COMMERCE

April 2012 – Mar 2015

Saurashtra University

WORK EXPERIENCE

SMIT MEDIMED PVT. LTD. – DEPUTY SR. MANAGER

BUSINESS DEVELOPMENT & STRATEGY DEPARTMENT

February 2024 – Present

MERIL HEALTHCARE PVT. LTD – SR. MANAGER

BUSINESS EXCELLENCE & STRATEGY DEPARTMENT

February 2023 – January 2024

NEBULA SURGICAL – SALES ADMINISTRATION MANAGER (PAN INDIA)

SALES MANAGEMENT & ADMINISTRATION
DEPARTMENT

April 2020 – February 2023

ASHUTOSH FINANCIAL SERVICES – FINANCE MANAGER

ASHUTOSH INVESTMENT ADVISORY

April 2019 – March-2020

BAN LABS PVT. LTD. – SALES SUPPORT IN-CHARGE

SALES ANALYTICS DEPARTMENT

January 2014 – March 2019

EMAIL:

darshanraval1995@gmail.com

HOBBIES

Blogging
Reading Short Stories
Photography
Listening to Music

SKILLS

Teamwork	90%
Multitasking	90%
Time Mgt	100%
Analysis	100%
Learning...	100%
Computer	100%

LANGUAGES

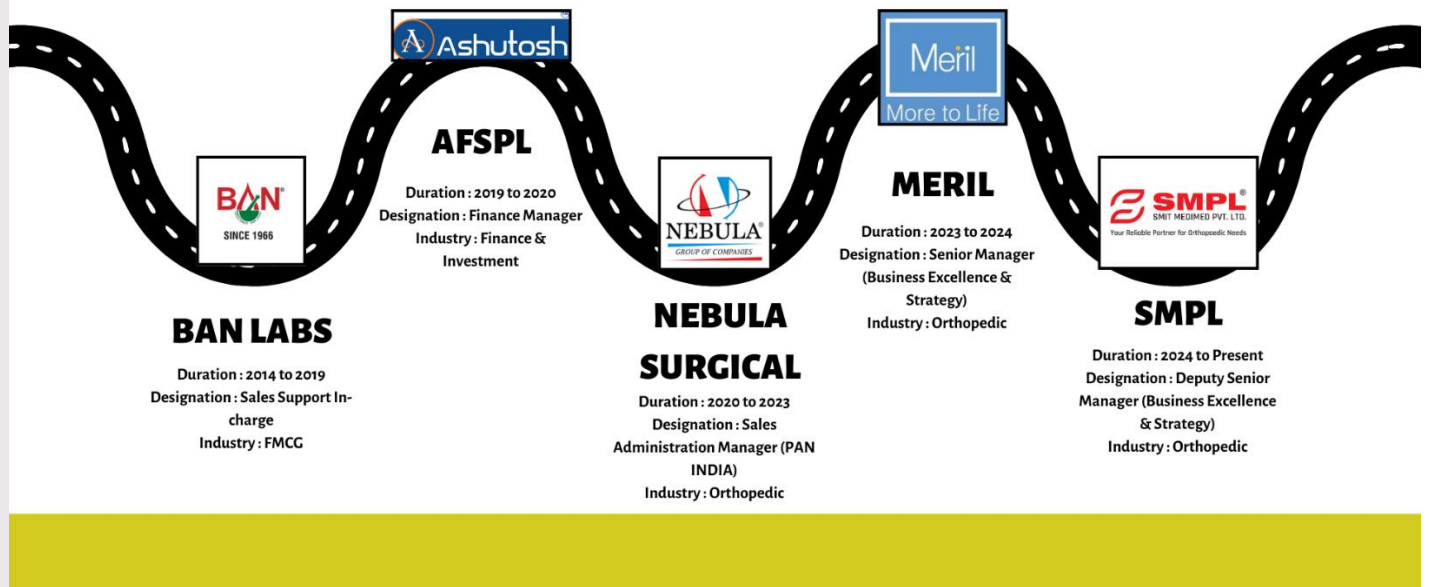
English	100%
Hindi	100%
Gujarati	100%
Bengali	40%

COURSES & CERTIFICATIONS

Duration	Courses Detail	Certified By
Jan-13	BULATS	University of Cambridge
Jan-13	English Placement Test	University of Cambridge
Jan-15	Concept of MS-Office	Aim Education Society
Nov-17	Statistical Tools & Hypothesis Testing of SPSS	Gujarat Technological University
Sep-18	Researchers' Development Programme on Recent tools of Research	Gujarat Technological University
May-23	Advanced Microsoft Excel	Ira Edu-tech
Jun-23	Corporate Strategy	University of London
Aug-23	Business Analytics with Excel : Elementary to Advanced	Johns Hopkins University
Aug-23	Business Analysis & Process Management	Coursera Project Work
Apr-24	Create Customer Support Data with Google Sheets	Coursera Project Work
Apr-24	Foundations of Strategy	Ie University, Spain
May-24	Innovation Management	Erasmus University, Rotterdam

PORTFOLIO OVERVIEW

TIMELINE



COMPANY: SMIT MEDIMED PVT. LTD (SMPL)
DESIGNATION: DEPUTY SR. MANAGER
DEPARTMENT: BUSINESS DEVELOPMENT & STRATEGY

DURATION: FEBRUARY 2024 – PRESENT

- **Position Overview :** The Deputy Senior Manager in the Business Development & Strategy department is a key leadership role responsible for supporting the development and execution of business strategies to drive growth and efficiency within the organization. This role involves working closely with senior management to identify new business opportunities, optimize current operations, and develop strategic plans. The ideal candidate will have a strong background in business development, strategic planning, and operational management.
- **Team Leadership & Development :** Lead, mentor and develop a team of Business Development professionals & Back-end support team . Foster a culture of continuous

improvement and professional development within the team. Set performance goals and conduct regular performance reviews

- **Stakeholder Management** : Build and Maintain strong relationship with internal and external stakeholders. Act as a liaison between the Business Development and Strategy department with other departments within the organization. Represent company at industry events, conferences and meetings
- **Financial Analysis & Reporting** : Conduct a financial analysis to assess the viability and profitability of new business opportunities. Overview and monitoring of regular reports made by team on Regular Business, New Business development activities, market trends. Monitor Key performance Indicators (KPIs) and make time to time recommendations for improvement
- **Product Training & Development** : Conduct time to time Product in-depth training to develop back end as well as sales & marketing persons in terms of products and services that company offers
- **Operation Management** : Oversee the operational aspects of the Business Development & Strategy department, ensuring efficiency and effectiveness. Develop and implement system & processes to improve operational performance and productivity. Team Coordination with other departments to ensure alignment and integration of business development activities.
- **Business Development** : Identify and evaluate potential business opportunities, partnerships, and alliances. Prepare detailed business plans, proposals, and presentations for senior management and stakeholders. Monitor industry trends and emerging markets to keep the company at the forefront of the industry.
- **Strategic Planning & Execution** : Initiate the development and implementation of long-term business strategies aligned with the company's goals. Conduct market analysis and competitive research to identify new business opportunities and areas for growth. Collaborate with cross-functional teams to develop and execute strategic initiatives.
- **New Product Development** : To provide information of New Products to directors and management as per upcoming or present trend of markets, Assisting in development of new products and their testing in market, Pre Launch and Post Launch Activities of new products
- **Other Workings** :
 - Managing Credit System for Distributors
 - Planning & Execution of Promotional & Incentive strategy for Sales force & Distributors
 - Yearly Budget Planning and Execution for Sales Targets
 - ASP & YTD Analysis Product & segment wise for different regions
 - Production & Inventory (MOQ) Planning & Stock Management through SAP
 - Owning MIS in Project Management and Cost Management system

COMPANY: MERIL HEALTHCARE PVT. LTD
DESIGNATION: SR. MANAGER
DEPARTMENT: BUSINESS EXCELLENCE & STRATEGY

DURATION: FEBRUARY 2023 – JANUARY 2024

- **Main Roles :** Sales Operation, Sales Strategy & Execution, Distributor Management (Domestic & International), DBMS (Database Management System)
- Managing Credit System for Distributors
- Revision of Distributor Legal Documents and MOU
- Per Person Productivity Analysis along with CTC of Sales force
- Planning & Execution of Promotional & Incentive strategy for Sales force & Distributors
- Handholding and Troubleshooting support to All Sales force Including VP, Head, ZM, RSM, ASM, etc
- Order Bank and order replacement planning of Products for New and regular distributors
- Data Mining from SAP Software and applying analytical tools
- Data Analysis from ANAPLAN Software and implementation from Front to End level Sales force
- Yearly Budget Planning and Execution for Sales Targets
- Cost Control and Marginal Analysis for difference variants of ORTHOPEDIC products (Domestic & International Market)
- ASP & YTD Analysis Product & segment wise for different regions
- Production & Inventory (MOQ) Planning & Stock Management through SAP
- Handling MIS in Project Management and Cost Management system

COMPANY: NEBULA SURGICAL PVT LTD
DESIGNATION: SALES ADMINISTRATION MANAGER (PAN INDIA)
DEPARTMENT: SALES MANAGEMENT & SALES ADMINISTRATION

DURATION: APRIL 2020 - FEBRUARY 2023

- **Main Roles :** Sales Operation, Sales Strategy, Sales Analysis

- Handling the Team of Zonal Coordinators working in the Sales Administration Department
- Custodian of reporting system & accountable to upgrade the system as per requirement
- Planning & Execution of Sales strategy for Orthopedic & Rehab products
- Troubleshooting Support, Communicate, Coordinate, Field effort and Visit tracking to the All India Marketing staff regarding the Sales & Marketing activities
- Custodian MIS system and MS-Excel Solvers for better data projection on daily, Weekly, Monthly and yearly basis
- Collection of Sales & Sales related data for better projection over MIS system
- Dealer Management of different areas across PAN India
- To give New Joinee executives training for 5000+ Orthopedic & Medical Devices products
- Sales Analytics & Sales Administration related to Increase in sales volume, expansion of business in All India and increase in profit of organization
- Handling Recruiting, Employee development and Performance Management System (PMS)
- Adopting the tasks given directly from Board of Directors and executing those task in core department of whole organization structure

COMPANY: ASHUTOSH FINANCIAL SERVICES PVT LTD.

DESIGNATION: FINANCE MANAGER

DEPARTMENT: ASHUTOSH INVESTMENT ADVISORY

DURATION: APRIL 2019 - MARCH 2020

- **Main Roles :** Handling of Ashutosh Investment & NRI Services (Sub Division : Relationship Management department, Research department & Operation department)
- Working and following duties and responsibilities as a Manager of Investment and NRI Services department
- Responsible and ensuring 100% clientele services for different services of Investment like Mutual Funds, FD and Other financial services
- Reviewing potentiality of the business that can be generated from prospective clients

- Planning, Organizing and executing different promotional activities for increment of Business
- Providing hand-holding and troubleshooting support to all Relationship Managers for smooth working of department
- Providing training to New joiner executive for Sales & Marketing of Financial products & services
- Monitoring and ensuring proper fulfillment of IFRS & GAAP in terms of reporting of investments
- Adopting & executing different tasks given by Directors

COMPANY: BAN LABS PVT LTD

DESIGNATION: SALES SUPPORT IN-CHARGE

DEPARTMENT: SALES ANALYTICS

DURATION: JANUARY 2014 - MARCH 2019

- Handling more than 100 Field executives in PAN India
- Daily monitoring, controlling and analysis of sales data
- Performing MS-Excel Solver and different analysis tools
- Planning & execution of different marketing strategy and productivity analysis
- Reporting to MD & VP of Sales & Marketing