



MEGHA GANAGE

BUSINESS DEVELOPMENT MANAGER

PROFESSIONAL • FOCUSED • COLLABORATIVE

PROFESSIONAL PROFILE

I am a Business Development Professional with 3 years of experience and Core Knowledge in Pharma Manufacturing, Export, Nutraceuticals, Institutional and Pharma Software.

COMPETENCIES

- Lead Generation, Presentation, Demonstration
- Business Proposal
- Cold Calling
- Email, LinkedIn Promotions

EDUCATIONAL TRAINING

R.C.PATEL INSTITUTE OF
PHARMACEUTICAL EDUCATION AND
RESEARCH CENTER ,SHIRPUR (KBCNMU)
Bachelors Degree in Pharmacy
2016-2020

BHARAT JR. COLLEGE
XI and XII
2014-2016

AIDED HIGHSCHOOL BULDANA
2014

REACH ME



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CAREER SUMMARY

BUSINESS DEVELOPMENT MANAGER

cyclone Pharmaceuticals Pvt Ltd | April 2023

- Prepare Business Proposal
- Finalize Commercials either Online or Offline
- Leading BD Team (10Nos)
- Reporting Sales, Targets, Achievements to Management
- Facilitate Communication Between clients and Management as well as between BD Team and Management
- Prepare Business Strategies and Schedules per month for achieving targets
- Plan Travelling schedule for Offline Commercial Meetings, Trainings, Audits etc

BUSINESS DEVELOPMENT EXECUTIVE

Cyclone Pharmaceuticals Pvt Ltd | Nov.2020 to April 2023

- Demonstration of Pharma Software
- Onsite Training of Software as well as Documents
- Escalation as well as query support.
- Institutional Counselling
- Lead Generation
- Data searching
- Cold Calling
- Email and LinkedIn Business Promotions

PERSONAL DETAILS

- D.O.B : 8th January 1998
- Marital Status : Single
- Address : Viman Nagar Pune