

## CONTACT

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in [Linkedin](#)

## SKILLS

- Customer Relationship Management (CRM)
- Territory Management
- Sales Strategy & Planning
- Product Launches & Market Penetration
- Team Leadership & Training
- Cost Optimisation & Operational Efficiency
- Strategic Partnerships & Stakeholder Management
- Communication & Negotiation
- Distributor Handling
- Back Office
- Lead Generation

## AWARDS

- Exceptional Salesmanship Award 2022
- Achiever's Club Award 2021
- Achiever's Club Award 2019
- Customer Retention Award 2016
- Spotlight Award 2015

# Govind Dubey

With over 10 years of experience in the pharmaceutical industry, including leadership roles in multinational companies and as the Co-Founder of HWC Pharmaceutical, I am recognized for driving significant sales growth and building strong client relationships. I have consistently exceeded targets, optimized operations, and successfully launched new products, contributing to market expansion.

## WORK EXPERIENCE

### Co-Founder of HWC Healthcare

JANUARY 2022 – SEPTEMBER 2024 | VALSAD GUJARAT

- Founded and managed operations for HWC Pharmaceutical, focusing on delivering high-quality healthcare products.
- Implemented new operational protocols, resulting in a 20% increase in team productivity within 6 months.
- Spearheaded cost-saving initiatives, achieving a 15% reduction in annual expenses.
- Developed and executed comprehensive training programs, leading to a 25% improvement in employee satisfaction.
- Led the launch of multiple new products, increasing market presence and driving sales growth.

### Territory Manager | Dr. Reddy's Laboratories

JULY 2016 – JANUARY 2022

- Successfully increased territory sales by 25% through strategic planning and effective sales techniques, consistently exceeding sales targets for consecutive quarters.
- Implemented innovative sales strategies, resulting in a 20% increase in client retention rate.
- Established and maintained strong relationships with key stakeholders, contributing to long-term business success.
- Secured major contracts with top healthcare providers, resulting in a significant boost in regional market share.

## **Territory Manager | Mankind Pharma**

MAY 2014 – MARCH 2016

- Spearheaded the launch of a new product line, resulting in a 30% increase in sales within the first quarter.
- Established and maintained relationships with key opinion leaders, leading to a 25% increase in market share within the assigned territory.
- Implemented targeted marketing strategies, increasing prescription volume by 15% within the territory.

## **EDUCATION**

### **Bachelor of Commerce (B.Com) | Kanpur University**

JULY 2012 - AUGUST 2014, KANPUR

### **12th Grade | Gujarat Board**

AUGUST 2011

### **10th Grade | Gujarat Board**

AUGUST 2009

## **HOBBIES**

- Traveling
- Public Speaking
- Music
- Sports
- Reading