

## Amit Karpe

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### Professional profile

Results driven, enterprising, and pragmatic EMEA Sales Manager, having a vast & diverse wealth of expertise within the field of science, technology, and innovation; seeking a new position in which to further develop and apply highly experienced capabilities within a team management, or strategic sales role. A career across various companies and receiving promotions due to consistently exceptional performance has developed a holistic understanding of both business sales & operational requirements; a multidisciplinary understanding which helps effective management of various departmental/specialist stakeholders. Currently seeking a new position, and guaranteed to quickly prove an asset to any organisation.

### Core competencies

- Lead generation and client relationship management; negotiating to secure high-value accounts.
- Development of new and improved processes to optimise sales, efficiency, and compliance.
- Analysis of quantitative metrics and qualitative data to produce actionable business information.
- Coordination, development and oversight of team members to ensure a high quality of work.
- Recruitment and HR processes
- Effective engagement and negotiation with internal and external stakeholders at all levels.
- Negotiation with suppliers, contractors, and service providers to create win-win scenarios
- PR communications, in addition to brand development and digital marketing proficiencies.
- Working with clients from project start to completion to ensure achievement of goals and budget.
- IT proficiency, including Microsoft Office, SAP Business Intelligence tools, Salesforce.com

### Career

#### 2018: Prometic Bioseparations

A University of Cambridge spin off which manufactures cutting edge affinity-based ligands for chromatography.

#### EMEA Sales Manager (June 2018 – Present)

- Managing strategic key accounts
- Developing new business and responsible for £12 million
- Provides strategic and tactical leadership to marketing team
- Helped to launch new product/service category with sales in the first 1 year exceeding £100,000.

#### 2013 – 2018: 3M

A Fortune 100 science and technology manufacturer of 55,000 products, in addition to filtration products in the biotechnology, industrial and food & beverage markets.

#### Regional Sales & Account Manager (July 2016 – May 2018)

- Leads the negotiations of complex business transactions, whilst upholding ethics and integrity.

- Consistently achieves demanding sales targets (circa £4 million)
- Responsible for entire UK region.
- Negotiates solutions with new & existing clients to strategic market expansion/optimisation.
- Determine sales forecasts, strategy, and practical goals for local management team.
- Implements end-to-end client solutions, to achieve quality requirements, with minimal expenses.
- Utilises and develops a comprehensive contact book of high-value industry specific clients.
- Product portfolio management and development to achieve increased sales / market presence.
- Networks to develop, grow, and utilise a wide range of channel partners.
- Engage with & influence internal stakeholders: department heads (scientists, purchasing, etc).

#### *Key achievements*

- Delivered a comprehensive pricing strategy for 1-5 years which delivered £200,000 of new business
- Delivered 8% annual price increase and growth rate of 15% in 2017 (3-year CAGR 11%)
- Portfolio gross margins consistently north of mid-fifties
- Established new business with one of the biggest pharmaceutical manufacturers in the world
- Mentored & developed 7 team members (1-sales, 4-marketing, 2-engineers) to deliver exceptional performance
- Promoted several times, due to exceptional performance

#### **Product Manager (August 2014 – June 2016)**

- Accountability for selling purification solutions to a vast portfolio of C and D level accounts.
- Consistently achieved profit and loss targets, whilst maintaining personal client accounts.
- Led a team in participation at industry events/trade-shows, to represent the brand & network.
- Created engaging content over various distribution channels to further facilitate brand development.
- Forecasted and analysed market and competitor statistics, in addition to digital marketing (SEO).

#### *Key achievements*

- Led two successful product launches on a national scale.
- Led a successful project to improve the visual quality & coverage of 3M's products.
- Led content strategy for UK & Ireland Purification business; adopted in Europe, India and Australia.
- Led the efforts to replicate the product launches globally.
- Successfully converted several hot leads into accounts, one of which is worth £50,000 in annual sales.
- Delivered a smart device enabled 'paperless process' process to capture filter replacement - making the process over 50% efficient with no discrepancies during invoicing. This achieved savings of £1000 in postage in the first year alone.
- Created a sales tool to assist the Purification sales team to configure and price products instantly; allowing efficient and uninterrupted customer interaction, to aid competitor switch.
- Managed a marketing budget of £250,000, with efficient and successful results across four years.

#### **Internal Sales Engineer (January 2013 – July 2014)**

- Acted in the capacity as pricing expert for a portfolio of twenty-six product families.

- Provided actionable business intelligence on various SAP / Vendavo applications.
- Liaised directly with customers, resolving queries regarding price, logistics and technical.

## 2008 – 2013: BPL

Part of NHSBT and Ministry of Health. Manufacturing blood plasma related products

### Manufacturing Technician

- Assisted in the review and revision of SOP's, regulatory processes, BPRs & related documentation.
- Major protein purification techniques used: Chromatography, Virus filtration, Ultrafiltration, Aseptic processing, and Centrifugation.
- Manufactured protein based (coagulation factors) sterile injectable pharmaceutical products, to the highest cGMP standard.

### *Key achievements*

- Project 750: increased output without adding extra headcount – increased output by 2.5-fold.
- Trained and coached three new technicians in the team to an exceptional standard.
- Glass transition temperature: increased product recovery from 90% to over 98%.
- Zero process deviation: acted as part of a production team which had no deviations for 3 consecutive years, whereas the company average was 2 per week.

### Academic achievements

Post graduate diploma in Management studies	University of Leicester	2012 -2014
Masters in Biotechnology <i>Distinction / Best Student award</i>	University of Hertfordshire	2008
Bachelors in Microbiology & Biotechnology	University of Mumbai	2003 - 2006

### Professional qualifications / CPD

Lead auditor - ISO 9001-2008	Moody International	Jul 2008
Lean Six Sigma - Green Belt	Asian Institute of Quality Management	Aug 2008

### Interests

A voracious reader who loves to read about history, leadership, science and biographies. My curiosity about technology means I spend a lot of time understanding emerging technologies when I am not working. I love to capture random moments of life using a DSLR and my mobile. I have an active blog

[www.karpedium.net/blog](http://www.karpedium.net/blog)