

## 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. I am seeking a new position in which to further develop and apply highly experienced capabilities within team management or strategic sales role—a career across various companies and receiving promotions due to consistently exceptional performance. I have a holistic understanding of sales, marketing & operational requirements; a multidisciplinary understanding which helps effective management of various departmental/specialist stakeholders. I am confident of proving as an asset to any organisation quickly.

### Core competencies

- Lead/demand generation and client relationship management
- Development of new and improved processes to optimise performance (sales, marketing, operations)
- Analysis of quantitative metrics and qualitative data to produce actionable business information
- Inspiring the team members to deliver 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 ensure the best price and quality
- 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, Salesforce.com, SAP Business Intelligence suite.

### Career

#### 2018: Astrea 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 – 18% growth since joining
- Developing new business and responsible for £12 million in revenue
- Provides strategic and tactical leadership to the marketing team

#### 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)**

- Led the sales of complex business transactions, whilst upholding ethics and integrity

- Consistently achieves demanding sales targets (circa £4 million) – 13% growth
- Responsible for entire UK region
- Negotiates solutions with new & existing clients to strategic market expansion/optimisation
- Determines sales forecasts, strategy, and practical goals for local management team
- Implements end-to-end client solutions, to achieve superior results
- Product portfolio management and development to achieve increased market presence.
- Networked 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 5 team members (1 sale, 4 marketing) to deliver exceptional performance
- Promoted several times, due to exceptional performance

### **Sales & Marketing Executive (August 2014 – June 2016)**

- Consistently achieved profit and loss targets while 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).
- Accountability for selling purification solutions to a vast portfolio of C and D level accounts.

### ***Key achievements***

- Led two successful product launches on a multi-country scale (UK, Western Europe, India).
- Led a successful project to improve the visual quality & coverage of 3M's products.
- Led content strategy for UK & Ireland Purification business; adopted in Western Europe, India, and Australia.
- Led the efforts to replicate the product launches globally.
- Successfully converted several hot leads into accounts, one of which 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 for two 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

### Production Technician

- Assisted in the review and revision of SOP's, regulatory processes, BPR's & related documentation.
- Major protein purification techniques used: Chromatography, Virus filtration, Ultra filtration, 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 part of a production team which had no deviations for 3 consecutive years, whereas the company average was 2 per week.

### Academic achievements

Postgraduate diploma in Management studies	University of Leicester	2012-2014
Master's in biotechnology <i>Distinction / Best Student award</i>	University of Hertfordshire	2008
Bachelor's in microbiology & Biotechnology	University of Mumbai	2003 - 2006

### Professional qualifications / CPD

<b>Lead Auditor – ISO 9001-2008</b> Moody International (2009)	<b>Six Sigma – Green Belt</b> Asian Institute of Quality Management (2009)
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### 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 a blog called [www.karpedium.net](http://www.karpedium.net)