

# Aakash Vaidhya

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Sr. Manager - International Marketing & Sales

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## Professional Summary

Dynamic and results-driven professional with diverse experience in international sales, marketing, and pharmaceutical quality assurance. Proven track record in business development, client relationship management, and project execution. Adept at using Salesforce, Tableau, Power BI, and other business tools. Demonstrated success in driving revenue and building partnerships in international markets including Kenya, Uganda, Rwanda, and Burundi.

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## Professional Experience

### PL International, Mumbai

Sr. Manager - International Marketing & Sales (Jan 2024 - Present)

- Spearhead business development across Kenya, Uganda, Rwanda, and Burundi.
- Conduct market research, lead generation, and manage client relationships.
- Oversee supply chain operations, deal closures, and post-sales support.

### PharmaEasy, Mumbai

Associate Pharmacist (Jan 2022 - May 2022)

- Consulted clients on pharmaceutical products and in-house promotions.
- Improved customer retention via upselling and cross-selling.
- Utilized Salesforce for CRM and project tracking.

### AGOG Pharma Ltd., Mumbai

Quality Assurance Officer (Oct 2020 - Nov 2021)

- Supervised end-to-end supply chain operations.
- Conducted in-process checks and validations.
- Applied Six Sigma Yellow Belt methods to streamline operations.

### IBS Ahmedabad

Digital Marketing Ambassador- Internship (Jun 2022 - Jul 2023)

- Created and managed digital content and social media platforms.
- Implemented SEO strategies and coordinated sponsorships.

### Hindustan Coca-Cola Beverages, Ahmedabad

Sales Team Leader (Internship Project) (Feb 2023 - May 2023)

- Led team initiatives for IPL Beverages sales campaigns.
  - Conducted competitor analysis and team supervision.
  - Delivered detailed market research and project reports.
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- **Education**

- ICFAI Business School (IBS), Mumbai - MBA (PGPM) | 2022 – 2024
- Rajiv Gandhi University of Health Sciences, Bengaluru - B.Pharm | 2016 - 2020
- Lords Universal College, Mumbai - HSC | 2014 – 2015

- **Professional Skills**

- Salesforce, Power BI, Tableau, MS Office Suite, SQL
- CAPM, Risk Management, Project Management
- Professional Relationship Management (B2B)