

Name: Sunil A. Yadav

Designation: Executive Committee Member – Dnyandeep Sanstha

Profile Summary

Sunil A. Yadav is a senior sales and marketing professional with **18+ years of experience** in trade marketing, channel sales, and regional business leadership. He has held leadership positions across reputed organizations such as **Wella Company, Coty India, Oran International Ventures, Lotus Herbals, Procter & Gamble India, and Glenmark Pharmaceuticals**. His expertise spans market development, team leadership, strategy implementation, key account management, and business growth across multiple regions in India.

Professional Expertise

- Trade Marketing & Channel Sales Leadership
- Regional Sales Strategy & Market Expansion
- Team Building, Training & Performance Management
- Business Planning, Forecasting & Revenue Growth
- Brand Development & Market Penetration

Current Role

Regional Sales Manager – Wella Company

Leads regional sales operations across key markets, driving growth strategies, managing teams, and strengthening partnerships with key accounts.

Contribution to Dnyandeep Sanstha

As an Executive Committee Member of **Dnyandeep Sanstha**, Sunil A. Yadav supports the organization with strategic guidance, professional insights, and operational support. His experience in leadership, planning, and execution adds value to the Sanstha's development initiatives, partnerships, and long-term sustainability.

Education

- Post Graduate Diploma in Business Administration – Welingkar Institute (2012–2014)
- Bachelor of Science (Chemistry) – University of Mumbai (2003–2006)

Languages Known

Hindi, Marathi, English

Interests

Traveling, exploring traditional cuisines, sports and cultural activities