



VIKASH DUDHIA

International Business
Consultant

Proposal

Let me work with you and your team to create long lasting distributor relationships. I can train your sales team to win business and keep it!

Expertise

- 20+ years experience
- Networks in 100 countries
- Med Device / Tech
- Pharmaceutical / Dental
- Coaching / Training
- English, Spanish, Hindi

Contacts

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ARLO INTERNATIONAL CONSULTING

Services

Training

- Prioritising key markets
- Distributor Management
- Sales Skills
- Bespoke Training from 0.5 to 2 days

Business Support

- In country visits
- Exhibition support
- Market strategy guidance
- Typical project from 2-6 months

Notable Roles

Head of Sales North America & LATAM

Prima Dental Group 2018-2020

Largest global manufacturer of carbide burs in the industry. Dental and CAD CAM divisions.

Director of International Sales

Salter Labs 2016-2018

US based, best in class respiratory products serving homecare and acute in over 75 countries.

International Sales Manager

Inspiration Healthcare 2012-2016

Innovative manufacturer & supplier of Neonatal products, primarily total body cooling.

International Sales Manager / Training Manager

Rocket Medical Plc 2006-2012

Award winning UK manufacturer within Pleural drainage, diagnostic & reproductive medicine.

Sales & Marketing Director

Shivum LLC (Spain) 2001-2006

Training and service provider to the realty, sales and hospitality sectors in Southern Spain.

Registered Nurse

Leicester Royal Infirmary 1994-1998

Working in Trauma & Orthopedics.

University Lecturer

DeMontfort University 1996-1998

Teaching the BSc Nursing Studies degree course.