*B-41 TOP FLOOR FATEH NAGAR JAIL ROAD*

*NEW DELHI 110058*

*8447007161*

Abhimanyu0909@gmail.com

**ABHIMANYU**

**WORK EXPERIENCE**

**FUTURE BUY RESIDENCY PVT LTD (PROPERTY PARC)**

Designation : Sales Manager

Duration : Jul '12 to till date

Process : Real estate investments

**Job Profile**

* At FUTURE BUY i am responsible for the overall sales and investment from HNI clients.
* I was responsible for the area of Noida and Gr.Noida.
* I was also responsible for building up team size, training new executives, retaining vintage staff and ensuring productivity improvements.
* I am actively involved in activities like fresh sales of underwrited projects, Resale projects and new soft launching sales.

**SERCO GLOBAL SERVICES LTD**

Designation : Area Sales Manager

Duration : Dec '10 to 2012

Process : Airtel - FSO B2C & M Commerce

**Job Profile**

* At Airtel FSO I was taking care of sales which include sales of different segments i.e. Broadband, Voice, and IPTV etc.
* I was responsible for the team management of Gurgaon, which has 3 segments heads and 50+ FSO.
* I was also responsible for building up team size, training new executives, retaining vintage staff and ensuring productivity improvements.
* I am actively involved in activities like MIS Reporting, Revenue generation.
* At Airtel M Commerce I was taking care of M Commerce Sales for Delhi & NCR.
* At M Commerce department I am also responsible for Market Mapping, MIS and generation revenue for Airtel.

**Achievements**

* I had been consistent to be No. 1 in terms of sales and revenue in B2C PAN India
* I also won the award for largest contribution to Airtel ( in terms of sales)
* Got the opportunity to handle the 1st team of sale for Airtel M Commerce.
* I am the first one for Airtel as well as for India to sell M Commerce Product.

**VIRGO ENTERPRISES (UNION BANK OF INDIA Channel partner)**

Designation : Business Manager-**(Merchant Acquiring) – PAN INDIA**

Duration : April '09 to Dec 10

**Job Profile**

* My job responsibility was managing the team, which includes building up team size, training new executives, retaining vintage staff and ensuring productivity improvements.
* I was actively involved in formulating sales strategy for achieving sales targets.
* My profile also entails designing incentive programs, which are in line with the strategy of the company and provide the required boost to the business.
* I am handling corporate sales and customer service. My profile comprised of maintaining good relationship with merchants, handling customer service and monitoring my 7-member team.
* I also involved and taking care of all sales tour on all India bases.

**LAKSHMI ENTERPRISES (VENTURE INFOTEK) (AMERICAN EXPRESSBANK)**

Designation : Marketing Manager-**(Merchant Acquiring) – South Delhi & NOIDA**

Duration : May '06 to Nov 10

**Job Profile**

* My primary responsibility was managing the team, which included building up team size, training new executives, retaining vintage staff and ensuring productivity improvements.
* I was actively involved in formulating sales strategy for achieving sales targets.
* Because of my consistence performance I was given the responsibility of handling the most critical and the largest merchant base of Delhi which is South Delhi and NOIDA
* My profile also entailed designing incentive programs, which wee in line with the strategy of the company and provided the required boost to the business.

**Achievements**

* My team’s consistent performance helped us to over-achieve 2006 targets by 25 % in just 8 months. We have also got 68% more revenue for American Express Bank in terms of business volume and activations, which is highest in last 3 years.
* My team individually achieved more than 30% of the company’s targets for the year. Out of 7000 signups in the last year my team did more than 2000 signups. ( There were 6 team in the organization)
* I received the ‘Best Performer of the Year’ award. The company had appreciated me for the efforts done for exceeding the targets, beating the deadlines and for maintaining smooth relationship with clients.
* The NATIONAL SALES MANAGER recommended me for the Calcutta Project for do the signup activity. The project was great successes.

**I SOLUTION – ICICI BANK**

Designation : Territory Manager - **(Merchant Acquiring) – DELHI**

Duration : April '03 to May '06

**Job Profile**

* Started my banking career as a Relationship Manager & was given the responsibility of handling retail merchants and customer service, which was done to utmost perfection. I also ensured customer satisfaction, by providing pre-sales and post-sales assistance.
* I was responsible for establishing new clientele as well as maintaining the current clientele for Delhi (East South Delhi and NCR). I regularly over-achieved the targets assigned to me.
* At ICICI BANK I was handling corporate sales and customer service. My profile comprised of maintaining good relationship with merchants, handling customer service and monitoring my 10-member team.
* An important aspect of my profile was Customer Relationship Management including interaction with corporate as well as with retail merchants for effective resolution of customer grievances and obtain feedback.

**Achievements**

* At I SOLUTION I was able to exceed my sales targets and was rated as the ‘Top Achiever’ for four consecutive months.
* Due to consistent performance, I was promoted to the post of Territory Manager, handling a team of ten people and was asked to take over the Corporate Accounts.

**STRENGTHS**

* Expertise in building an excellent relationship with merchants.
* Track record of providing excellent results in a short time duration

**EDUCATIONAL QUALIFICATION**

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| --- | --- |
| Year | Course |
| 2007 | B. Com (Pass) from Delhi University |
| 2002 | **HSC - 12th** , CBSE, Kendriya Vidhyalya , Meerut |
| 2000 | **SSC - 10th**, CBSE, Kendriya Vidhyalya, Meerut |

**PROFESSIONAL QUALIFICATION**

* 6-Month Diploma in Computer Application from CMC, Meerut.

**PERSONAL DETAILS**

Date of Birth - 9th September 1983

Place of Birth - Meerut, U. P - India

Nationality - Indian

Marital Status - Single

Language Ability - English & Hindi

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ABHIMANYU SHARMA