**SHUBHANKAR GARG +91-8265844110**

[garg.shubhankar@gmail.com](mailto:purshottamkumar@gmail.com)

**Business Development Executive with Cypress solutions Pvt Ltd**

Business Development - Institutional Sales / Marketing - Channel Management

Relationship management - Team Management - Branch Management

### SKILLS OVERVIEW

I posses a pleasing personality, explicit mannerisms, sound product knowledge, I’m extremely hard working. I have an analytical bend of mind, effective planning & implementation methods and good communication & interpersonal skills. I am a team player and want to work in dynamic environment which can give my professional growth & give challenging task, where I can enhance my skills & potential**,** experience to my best and exploit them to create new avenues in the welfare of the company.

### PROFESSIONAL EXPERIENCE

* *Business Development Executive* Cypress solutions Pvt Ltd – Apr 2012 to Till Date

Location – Noida

* *Area Sales Incharge – Direct Sales* Tata Sky Ltd. – May 2011 to Jan 2012

Location – Delhi NCR

* *Branch Manager* Aditya Birla Money Ltd.(ABML)– June 2010 to May 2011

Location – PreetVihar - East Delhi

* *Branch Manager* Religare Securities Ltd. – Oct 2008 to March 2010

Location – Karkardooma - East Delhi

* *Business Development Executive* Motilal Oswal Securities Ltd – Aug 2005 to Oct 2008

Location – C.P New Delhi

### KEY JOB RESPONSIBILITIES

**CYPRESS SOLUTIONS PVT LTD. (CSPL)**

**CSPL** is the leading provider of data centre’s IT infrastructure engineering and installation for voice, data, video, wireless, WAN, LAN solutions and network cabling.

* To coordinate all sales related tasks and activities for the zone with the corporate, NSIs, Architects, Electric Consultants & Contractors and project Management Consultants.
* To develop and implement the business plan for the entire zone and achieve targeted profitability.
* To give the Presentation of Company and their services to the Clients.
* Prepare BOQs, BOM and Commercial Proposals.
* Work with pre-sales technical’s team and domain experts.
* Contributing to developing and improving sales process.
* Build business relationships through [Liasioning](http://www.indeed.co.in/Liaisoning-Officer-jobs) and leads generation program.

**Clientele:** To work with Project Management Consultant (PMC), Real Estate Developer, Architect National Software Integrators, OEMs, Electrical Consultants & Contractors.

**TATA SKY Ltd.**

**Tata Sky** endeavors to offer Indian viewers a world-class television viewing experience through its satellite television service.

* Handled sales of all Tata Sky products for the modern trade vertical in the Delhi NCR region.
* ISD Placement at all key CE/Non CE Stores.
* Ensuring in store branding to enhance visibility
* Ensuring stocks availability at stores through liaisons chain category team.
* Handled modern trade distributor for Tata True Value Shops of Delhi/NCR.
* Handled a team of promoters and motivating and training them to achieve their targets.
* Increased penetration across modern trade verticals.
* Maintaining liaison with store personnel to ensure healthy relations and productivity.

**Clientele:** All major modern trade chains Croma, Reliance Digital, Vijay Sales, Sargam Electronics, Bharti Walmart etc.

**ADITYA BIRLA MONEY LTD. (ABML)**

**ABML** is a leading player in the Equity and Commodity broking space with nearly 15 years of experience.

* Managed the working of the branch.
* Induct dealers/RM to work towards the organization profitability.
* Responsible for generating revenue from the region. Chasing the numbers and achieving revenue target consistently.
* Relationship Management with Business Heads/cluster heads/RMS.
* Preparation of Sales / Revenue related MIS reports and send them to HO.
* Acquisition of clientele from the open market
* Implemented efficient new processes for effective operational output.

### SIGNIFICANT HIGHLIGHTS OF MY CAREER

* Always Be the Top Performer in all Companies.
  + Working with many NSIs like HCL ComNet, Data Craft and TCS & PMCs like JLL, CBRE, and Cushman & Wakefield.
* In Tata Sky increase the secondary Billed and Activations by 35% within six months of joining.
* Made Product available on all Modern Trade chain’s stores in Delhi NCR.
* Met all the given targets and applied all given business objectives in the territory and achieved the secondary sale.

### ACEDMIC QUALIFICATION

**PGDM - Marketing & IT** INMANTEC (IAMT), Ghaziabad 2003 - 05.

**Graduation - BCA** CPE, Meerut. 2000-03

**PGDM SUMMER TRAINING:** **TECNOVA INDIA PVT LTD. New Delhi**

Tecnova is a Microsoft Sales Channel Partner for selling and implementing Microsoft ERP products (MBS Navision, MBS Great plains and MBS Solomon)

***Responsibilities: -*** To search for the clients and other partners in offshore market (US, Europe and SE Asian countries) and to make the initial level contact with them.

**Skills & Strength: -**

* Computer skills: MS Office.
* Organizational skills: Making a market plan to achieve the result.
* Good negotiation skill with relationship management skills.
* Aggressive team player.
* Customer oriented and good market knowledge.
* Leadership: able to lead a team to achieve targets.

PERSONAL DETAILS: -

Father’s Name : Mr.Dinesh Garg

Father’s Occupation : Business

DOB : 29th May 1982

Sex : Male

Martial Status : Married

Languages Known : English, Hindi.

Contact Address : 8S-SFS Flats Sec-7, Jasola Vihar New Delhi-110025

Permanent Address : 13, Vivek Vihar Hapur, Dist-Hapur - U.P-245101

***I certify that the information furnished above is correct and complete to the best of my knowledge and belief.***

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**Date: ShubhankarGarg**