**Abhishek Sharma**

**Add:**- H.No. GD 74, PITAMPURA

**Dist**.- PITAMPURA (New Delhi), 110034

**Mobile no**.-+919899267204

**E-Mail**- 777abhisharma@gmail.com

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| **OBJECTIVE** |

To become a part of an esteemed and progressive organization that can help me in developing enthusiasm and positive energy act as a virtue that improves performance and also experience a better life beyond work, and to find an opportunity to become resourceful professional .

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| **KEY SKILLS** |

* Channel Sales Development, Sales & Marketing.
* Strong relation with dealer& Distributor.
* Team Handling, Handling LFR (Large format retail).
* People management, Self-directed & self-motivated, Negotiation /Team management.

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| **WORK EXPERIENCE** |

* **Faxtel Systems India Pvt. Ltd jul. 2014 – to Present** (National Distributor of Plantronics bluetooths,Krusell mobile accessories, Panasonic office equipment , Blue Ant, Nitho,D-parts mobile accessories) as a **Business Development Executive(North India).**

**Territory Handling**- Delhi East ,Delhi South,Noida,Greater Noida

* **Job profile:-**
* Handling the Modern (Spice Hotspot,Go-Mobile,The Mobile Store, Tata Croma, Reliance digital, Apple Premium Stores, Musicland) and General trade.
* Demonstration of new Product and motivate the Outlet staff towards Product sales.
* Handling the sales team and maintain the DSR report.
* To plan incentive scheme for promoters and outlet staff.
* Conduct effective and accurate market research and apply this information to increase the market share.
* To plan various schemes & determining sales target for the retailers and distributor.
* Regular visit at outlets and taking feedback and managing relations between distributor and retailers.
* Responsible for independent sales & marketing operations for entire product range.

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| **TECHNICAL SKILLS** |

* MS OFFICE
* Internet

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| **EDUCATIONAL QUALIFICATION** |

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| **Class/Course** | **Name of Institute** | **Board/University** | **Year of Passing** |
| M.B.A  ( Marketing & H.R) | N.I.E.T Greater Noida | Uttar Pradesh Technical University Lucknow(U.P) | 2014 |
| B.B.A | H.I.M.T Greater Noida  (G.B.Nagar) | C.C.S. University Meerut(U.P.), | 2011 |
| 12th | B.R.S.S Inter College | U.P.Board Allahabad(U.P.) | 2008 |
| 10th | H.L.V.N.Inter college  Kannauj (U.P) | U.P.Board Allahabad (U.P) | 2005 |

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| **EXTRA-CURRICULAR** |

* Six Sigma Green belt Certification Program.

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| **LANGUAGE KNOWN** |

* English
* Hindi

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| **HOBBIES** |

* Net surfing
* Socializing with friends
* Traveling

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| **PERSONAL PROFILE** |

Father’s Name : Lt .Mr.Ramadhar Sharma

Date of Birth : 20-10-1990

Marital status : Single

Sex : Male

Languages Known : English, Hindi,

Nationality : Indian.

Permanent Address : Tripathi Nagar Chhibramau, Kannauj, (U.P.) - 209721

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| **Declaration** |

I hereby declare that the information furnished above is true to the best of my knowledge.

Place: (Abhishek Sharma)

Dated: