Rakesh Sharma

B 603 Shivalay Heights, Near Balaji Residency, Ashram Chokri, Motera, Ahmedabad, Gujarat 382424 | (M) 903 381 8194 | rakeshbsharma1981@gmail.com

Professional Summary

Skilled Business Development Manager bringing expertise in area Decisive and forward-thinking leader with persuasive communication style. Strategic-thinking Business Development Manager with history of transforming inefficient, underperforming operations into successful enterprises. Effective Business Development Executive offering excellent skills in lead generation and proposal writing. Pursuing a similar position where focus and dedication are highly sought.

Skills

|  |  |
| --- | --- |
| * Sales expertise * Forecasting ability * Account management * Team leadership | * Key decision making * New business development * Networking strength * Strategic planning * Client relations |

Work History

**September 2010-February 2012**

Area Sales Manager | SHELL & PEARL CERAMICS PVT LTD | Ahmedabad & Vadodara, Gujarat

* Built lasting relationships with clients through outstanding customer service interactions.
* Expanded market share by [Number]% by increasing sales to retailers and distributors.
* Delivered a high level of service to clients to both maintain and extend the relationships for future business opportunities.

**September 2008-September 2010**

Business Development Manager | Dupont - Solid Surface | Gujarat, Gujarat

* Developed new business by networking with valuable customers.
* Researched and identified opportunities for growth.
* Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
* Worked with existing customers to increase purchases of products and services.

**January 2005-September 2008**

Area Sales Manager | Somany Tiles | Mumbai, Nagpur, Saurashtra, Ahmedabad & Surat, Gujarat

* Expanded market share  by increasing sales to retailers and distributors.
* Built strong client relationships and provided high value-adding services, resulting in a 15% company market share increase.
* Contacted customers as soon as issues arose to immediately find resolution before the problems escalated.

**February 2012-2018**

Business | Solid Surface ( Corian ) | Ahmedabad, Gujarat

Education

2003

B.Com

Gujarat University, Ahmedabad

2005

Master Of Management Study

Pillai Institute of Management Studies and Research, Navi Mumbai.

Additional Information

**DOB :**         15/8/1981

**Father's Name:**      Mr. B.L.Sharma

**Profession:**             Service