

Profile Summary

Results-oriented professional with over 10 years of experience in Enterprise Solution & Sales, known for achieving remarkable outcomes. Adept in business development, channel partner collaboration, pre-sales management, key account management, and strategic sales planning. Focused on maximizing top-line profitability while optimizing resource utilization.

Personal Details

D.O.B:
12/12/1985

Marital Status
Married

Contact

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Key Skills

- Sales Excellence
- Client Relationship Management
- Market Research & Analysis
- Strategic Planning
- Negotiation Skills
- Enterprise Solution
- SaaS Solution
- Problem Solving
- Presentation & Proposals
- Customer Centric Approach

YASHU SHARMA

ENTERPRISE SALES

WORK EXPERIENCE

Nutron Systems Pvt. Ltd., Ahmedabad, Gujarat

Sr. Business Development Manager

May'22–Till the date

- Cultivating and nurturing strong relationships with key stakeholders, including C-level executives and decision-makers, resulting in significant new business opportunities.
- Building and maintaining a robust sales pipeline through strategic lead generation methods, such as cold calling, prospecting, and networking.
- Identifying market trends, customer needs, and competitor activities to provide valuable insights for product development and enhancements.
- Promoting and selling a range of innovative products, including MES-BMR Traceability in Pharma and other Manufacturing Industry, Real-time asset performance monitoring, Energy Monitoring, and shop-floor automation software solutions related to Industry 4.0 and IIoT Solutions.
- Collaborating seamlessly with cross-functional teams, including engineering and marketing, to ensure the timely delivery of projects and maximize customer satisfaction.

Value Chain Solutions (I) Pvt. Ltd., Ahmedabad- Gujarat

Sr. Business Development Manager

Nov'19–Apr'22

- Spearheaded the development and implementation of strategic business plans, resulting in significant revenue growth and increased market presence.
- Represented the company at prestigious industry events and conferences, fostering valuable connections with C-suite professionals and generating a robust network of leads.
- Successfully generated substantial business revenue from diverse verticals, including Industry 4.0/Smart Factory, Logistics Automation, and Serialization of Primary, Secondary, and Tertiary Channel Performance.
- Demonstrated exceptional teamwork skills by collaborating effectively with internal departments, ensuring seamless project implementation and exceeding customer satisfaction.
- Successfully On-boarded Prominent Agrochemical Organizations: Established and cultivated strategic partnerships with well-known agrochemical organizations, resulting in business acquisitions valued at INR 12 Crores.
- Effective Management of Key Client in the Oil and Gas Industry: Demonstrated strong relationship-building skills in managing a prominent oil and gas company for PI (Process Improvement) implementation, leading to substantial revenue generation and sustainable client engagement.

Fleetx Technologies Pvt. Ltd., Ahmedabad- Gujarat

Area Sales Manager

May'19–Oct'19

- Developed and executed implementation plans to tailor solutions to meet client needs, effectively minimizing risk, reducing costs, and enhancing processes.
- Achieved allocated business targets by ensuring high quality customers, generate new business via sales out marketing calls and presentations
- Established and fostered robust client relationships within the assigned territory.
- Assisted departmental management in identifying opportunities for enhancing systems and procedures.
- Accomplishment: Launched the Fleetx-Fleet Management System in Gujarat Region, successfully onboarded leading logistics service providers.

Languages

- English
- Hindi
- Gujarati

Professional vision:

Continuously seeking opportunities to leverage my extensive experience and skills in Enterprise Solution & Sales to drive organizational success, expand market presence, and achieve sustainable growth.

Accomplishments

Exceeded Annual Targets:

Delivered exceptional results by surpassing the yearly target, achieving 150% of the set goal during the financial year 2016-17. This performance underscores a consistent commitment to excellence. -----In e-Procurement Tech. Ltd.

Received Excellence Award:

Recognized for outstanding performance during the financial year 2015-16 with the Excellence Award, reflecting 100% target achievement and a dedication to achieving high standards. -----In e-Procurement Tech. Ltd.

Introduced Strategic Vertical:

Spearheaded the introduction of a pivotal functional vertical named "Cargotiger." Successfully orchestrated and executed logistics events, driving contract values worth INR 15 billion. This initiative significantly expanded the company's service portfolio and revenue potential. ---In e-Procurement Tech. Ltd.

e-Procurement Technologies Ltd., Ahmedabad- Gujarat

Assistant Manager

Feb'12–Apr'19

- Successfully spearheaded new business development initiatives targeting both domestic and international corporate clients, significantly expanding the company's market reach.
- Demonstrated proficiency in managing end-to-end sales activities, encompassing technical presentations, and leading technical and commercial negotiations. This ensured the seamless transition from initial engagement to successful post-sales support.
- Collaborated seamlessly with the sales team to enhance business development efforts. Contributed to the development of annual profit plans and played a pivotal role in their implementation and execution, meticulously tracking and optimizing outcomes.
- Effectively onboarded and managed prestigious Indian companies for our cutting-edge e-Sourcing Solution. This accomplishment underscores my ability to establish and nurture relationships with India's leading corporates.

Aakar Communication Pvt. Ltd., Ahmedabad- Gujarat

Marketing Executive

Jan'11–Dec'11

- Successfully drove revenue generation through strategic management of the B2B magazine, "Battery Trade Magazine," consistently meeting and exceeding targets.
- Employed a multifaceted approach to engage potential clients, encompassing cold calls, cultivation of new leads, and nurturing existing relationships. This approach maximized client acquisition and retention.
- Collaborated closely with clients to formulate effective advertising strategies. This involved discussions on advertising planning, thematic concepts, method selection, and recommended changes to enhance advertising copy.
- Diligently developed and maintained a robust sales pipeline, aligning it with predefined sales goals.

Kataria Tata Teleservices Pvt. Ltd., Ahmedabad- Gujarat

Sales & Marketing Executive

Sept'04–Jan'07

- Responsible to generate the revenue from up-countries of Ahmedabad.
- Product demonstration, negotiation and close the deal.
- Resolve customer complaints regarding sales & service.
- Accountable to manage the MIS reporting.
- Handled a brand campaign of Tata Telecom across Gujarat State.

EDUCATION

- MBA (Marketing) from M.G.U University, Meghalaya in 2014.
- Professional Program in Advertisement & Marketing from GLS Institute in 2009.
- Graduation Degree in Commerce stream from Gujarat University in 2008