

Shubham Sharma

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Professional Objective

To Secure employment with a reputable organization, where I can utilize my skills and making a significant contribution to the success of company.

Skills And Abilities

Sales & Marketing, Consultative Selling, Cross- sell, Up-sell, Retention Strategic Planning, Market Analysis, Business Relationship Management, Sales, Data Management, Convincing Skills,, Presentation Skills, Team Management & Leader, Problem Solving, Good Communication, Customer Service Executive, Market Planning, Social Media Marketing, Industrial Sales, (B2B, B2C Sales), Business Strategy, Business Planning, Computer Literacy, Technical Sales and Open Enrollment ,Closing Skills, Negotiating Skills.

Professional Experience

1. Business Development Executive- Redcarpet Company (16 April'2019- 30 Nov'2019)

Key Responsibilities:

- Lead Generation, new market development, product promotions and marketing.
- Team building for campaigning and sales.
- Trained Team for active Cold Calling and other promotional activities.
- CRM

2. Bank officer- Au Small Finance Bank (1st March 2020- 30th June 2020)

Key Responsibilities:

Organizing and executing promotional drives for banking products (CASA, Insurance)

To do cross-sell, Up-sell, New customer acquisition.

Build the business pipeline to complete target.

To make Projects, take follow up on regular basis, closure and make long term relationship with customer to provide proper banking services.

3. Pre-Sales Manager- BYJUS (18TH December 2020- 5TH March 2022)

Key Responsibilities:

- Job done as a business development executive during 3 months with byjus to do pre sales and post sales both.
- LEAD filtration, lead management, handling crm, business pipeline, cold calling, concept selling.
- To do make 100+ calls on regular basis, make understand the concept, products, build hype for sales closure, to take proper follow up on regular basis.
- Complete weekly targets with sales activation, data management with lead analyst, filter the leads according to need of customer and organization.

4. Assistant Manager- Indiamart Intermesh Ltd (MARCH 2022- PRESENT)

Key Responsibilities:

- Client servicing, handling business account, website and consulting to client for business promotion to get business with online marketing to make understand online benefits.

- Upsell, cross-sell, renewal to understand the need of customer. market analysis according to their businesses, negotiation, industry knowledge of different type of business.
- To do 4-5 meeting on regular basis, create the prospects, take follow up and closure on that. make long term relationship to do upsell.
- Give proper presentation to client and guide to their team to regarding products, uses, interface, follow up, business conversion, promotion concept.
- Collect data according to their businesses and present them according to need provide business solution through our products, concept selling.

Education

- Rajasthan Board Of **Primary Education**- 10th Class From The Date Of 2011 June – May 2012.
- Rajasthan Board Of **Secondary Education**- Intermediate From The 2012 To 2014.
- Poornima University- **Bachelor Of Technology** (Electrical Engineering)- 2014 To 2018.

Communications

Good written skills and Fluent Speaking Skills on English and Hindi.

Achivements & Awards

- Secured 3rd Position in Inter college project exhibition (MNIT, 2015).
- Got 1st prize in the Inter college competition of cricket league (Poornima University).
- Secured 2nd position in Wheel Race competition in (Poornima University).
- Three Time Scholarship is awarded Cumulative Around 50% of my engineering Fees Poornima University for Session 2014-2018.

Intrests

- Playing cricket And Chess
- Singing
- Listening to music
- Reading books
- Travelling
- Internet surfing

Positive traits

- Optimistic
- Team Leadership
- Confident
- Grasping Towards Knowledge
- Dynamic

Declaration

I hereby declare that the above mentioned details are true to the best of my knowledge.

SHUBHAM SHARMA