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Current Location Ahmedabad
Open For Pune, Nagpur and
Ahmedabad



SALES / BUSINESS DEVELOPMENT MANAGER

EDUCATION

EPBM (Executive Program in
Business Management, Batch-26)
in Progress from IIM Calcutta

B.E Mechanical-2014 from YCCE
(An Autonomous Institute)

CERTIFICATIONS

Successful Negotiation:
Essential Strategies and Skills
by University of Michigan

New Models of Business in
Society by University of
Virginia

Sales Foundations by LinkedIn
Learning

Empathy for Sales
Professionals by LinkedIn
Learning

LANGUAGE PROFICIENCY

English

Hindi

Marathi

Marwari

HOBBIES

Playing Chess

Watching Web Series

Exploring different Articles
and posts on LinkedIn

Travelling new places

CAREER OBJECTIVE

Business Development Manager with over 8+ years of experience in Key Account Management, Distributor Network, training and supervising Distributor sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven track record of launching successful Strategic Business Technique and team-leading into a senior management position.

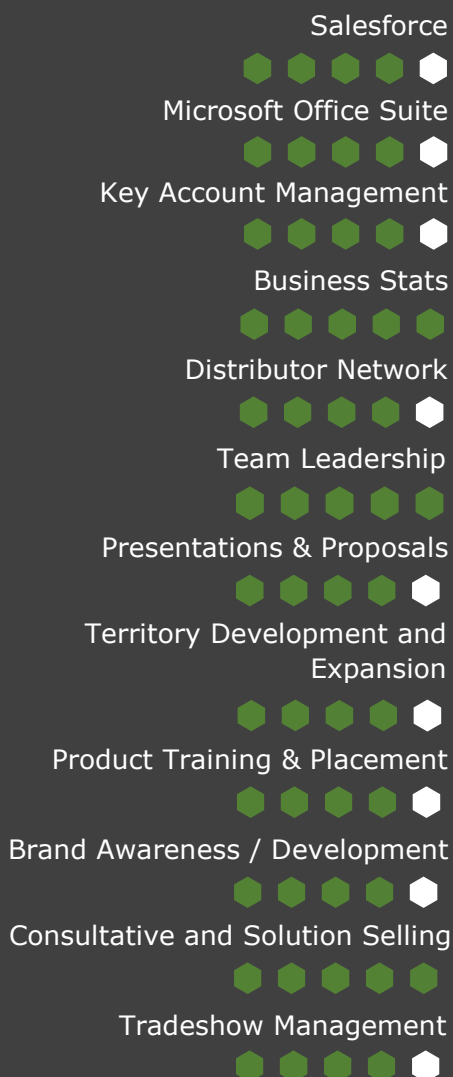
PROFESSIONAL EXPERIENCE

Business Development Manager

Brady Corporation/ Ahmedabad / 2018 - Present

- Taking care of Business activities for Gujarat and Maharashtra.
- Built a full-scale sales operation from scratch to 300K USD in 2 years in Gujarat. (Sales excellence award for FY21)
- Implement strategic goals for Distributors by training them for Complete Brady portfolio resulting 177% Growth.
- Responsible for funnel management (Lead Generation, Lead Qualification, Opportunity Creation, Opportunity Progress and Opportunity to Win) Flash Report, Project Revenue Forecast, Forecast Bridge
- Strategize with senior management to market new products into Existing Business and New customer base.
- Meeting Top Management and decision makers from different departments like Design, RnD, Operation, Production, purchase, Supply chain, Vendor development, Safety, Maintenance and IT.
- Handled both direct OEM accounts as well as channel Network.
- Attending Customer Pain Areas, Understanding and providing the best possible solution showing them the value addition in the Brady solution and services
- Educating customer "What they buy may not be what they need!"
- Developing Distributor, Conducting Training, and Arranging Tech Day's, and Support to win business by reviewing Business through different reports like Flash Reports, Project Revenue Forecast, and Forecast Bridge.

KEY SKILLS



PERSONAL DETAILS

Name: Nakul Sanjay Sharma

Father Name: Sanjay Brijmohan Sharma

4 Wheeler and Driving License Available

Passport Available

Assistant Sales Manager

Accurate Helical Springs/ Mumbai / 2016-2018

- Enhancing the A and B Category customer base and reworking with C&D category customer on favorable condition to my organization resulting in better efficiency with respect to time, revenue and material.
- Expanded the customer base with OEMs resulting the revenue increase of 50% year on year reaching Business revenue worth 2Cr.
- Based in Mumbai handling Pan India business activities.
- Planning Sales and Marketing activities in conjunction with company's growth plan and working out strategies to execute the plan.
- Key account management, handling around 50 customers frequently visiting them and keeping updates on upcoming demands, projections and new developments.
- Attending Customer Pain Areas, Understanding and providing the best possible solution.
- Ensuring successful participation in national and international tradeshows, exhibitions & organizing other events like conferences, seminars etc.

Sales Engineer

Bajaj Steel Industries Ltd / Nagpur / 2014-2016

Crew Leader

Appco Group /Nagpur / April-14 to Dec-14.

Marketing Associate

Robogenesis and ARK Techno solutions part-time job for more than 2 years. 2010-2013

Declaration

I hereby declare that the information given above is true to the best of my knowledge and belief.

Date:

Signature

Place:

Nakul Sharma