

Curriculum Vitae

PRANSHU SHARMA

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*Seeking Senior/ Mid-level assignments in Sales, Marketing, Business Development and Retail
with an organization of high repute
Location Preference: Open*

SYNOPSIS

- » An independent professional with around 8 years of experience in Sales, Marketing, and Retail: Currently associated with **iTechNotion IT Solutions LLP** as **Head of Business Development** [Oct'18 onwards] handling total operations of Business Development, Marketing & Sales.
- » Worked as Business Development Consultant with Kals Infotech [Jan' 18-Oct' 18] and BestPeers Infosystem Pvt Ltd, Indore [June '17-Dec '17]
- » Completed MBA from NSB, Bengaluru
- » Capabilities in implementing effective solutions to the customer's needs with an aim to improve customer contentment and consequently customer loyalty
- » A strong team leader with excellent analytical, communication, negotiating, interpersonal and problem-solving abilities
- » An effective communicator with good relationship building & interpersonal skills

CURRENT ORGANISATION

Head of Business Development | iTechNotion IT Solutions LLP | Oct' 18- Present

PAST ORGANISATION(S) SCAN

**Head/ Lead Business Development Manager- Overseas | X-Byte Technolabs Pvt Ltd |
Ahmedabad | March'18- August'18**

Key Deliverables:

- » Working on company's profile from scratch [Marketing, Branding...]
- » Generating new business opportunities through online bidding portals [Upwork, People Per hour, Freelancer, Guru, WeWorkRemotely, Authenticjobs to name few]
- » Building good client relation through emails, calls and social media
- » Responsible to identify new business opportunities from Overseas Market [US, Canada, Europe, Australia, Gulf and more]
- » Preparation of proposals and bidding pitch for bidding portal and tender websites like Ariba & responsible to secure sales
- » Develop and collaborate strategies with international teams, agencies and internal divisions.
- » Generated repeat business through successful client follow-up.

**Senior Business Development Manager- Overseas | Crest Infosystems
Pvt Ltd | Surat | May'16- May'17**

Key Deliverables:

- » Generating new business opportunities, manage, support, and supervise the business development department. Building client relation through emails, calls and social media
- » Responsible to identify new business opportunities for Overseas Market.
- » Develop a good relationship with clients. Preparation of proposals & responsible to secure sales.
- » Builds market positions by locating, developing, defining, negotiating and closing business relationships. Responsible for the target-based sales.

- » Plan innovative marketing initiatives and strategies designed to accelerate business process. Acquiring new account and to penetrate to all potential markets.
- » Analysis of customer research, current market conditions, and competitor information.
- » Develop and collaborate strategies with international teams, agencies and internal divisions.
- » Presentations, pre-sales costing and negotiations. Post sales relationship management with the customers.
- » Responsible for performing digital marketing activities. Actively involved in performing updates on Social Media websites like LinkedIn, Facebook, Google+, YouTube etc
- » Conducting and leading various promotional activities.

Manager Business Development- Overseas | E-Square Business Solution/ WaferWire Cloud Technologies | Surat | April'15-April'16

Key Deliverables:

- » Developing a growth strategy focused both on financial gain and customer satisfaction
- » Conducting research to identify new markets and customer needs
- » Arranging business meetings with prospective clients
- » Promoting the company's products/services addressing or predicting clients' objectives
- » Preparing sales contract ensuring adherence to law-established rules and guidelines
- » Keeping records of sales, revenue, invoices etc.
- » Providing trustworthy feedback and after-sales support
- » Building long-term relationships with new and existing customers
- » Developing entry-level staff into valuable salespeople

Business Development Manager | Covetus LLC | Indore | Sep'12- Feb'15

Key Deliverables:

- » Following up new business opportunities and setting up meetings.
- » Planning and preparing presentations.
- » Actively pursue growth opportunities, by developing new clients and maintaining a good relationship with existing clients through email, calls and other sources.
- » Communicating new product developments to prospective clients.
- » Present to and consult with senior level management on business trends with a view to developing new products.
- » Forecast sales targets and ensure they are met by the sales team.
- » Providing management with feedback.

ASM | Aditya Birla Retail Ltd (More.)| Bengaluru | May'11-July'12

Key Deliverables:

- » Recruiting employees for the store and team handling.
- » The make sure the store is meeting the targets and earning profits.
- » Responsible for maintaining the overall image of the store.
- » To make the customers feel safe and comfortable in the store.
- » Responsible for managing the assets of the store.
- » Responsible for planning, managing profit and loss, handling cash at the store as well as collecting daily sales and maintaining necessary reports.

PREVIOUS ASSIGNMENTS (Internship)

Marketing of PR | PR 24x7 Network Ltd | Indore | June'10-Aug'10

Description: how the different department in an organization works together for the development of the company like marketing, branding and PR, there I learn how we manage the funds in different types of events and how we maximize profitability by using limited funds

Description: worked as a Trainee in the organization to understand how the organization works, how efficient the team work together.

ACHIEVEMENTS AND ACCOLADES

- » Successfully attained the target in the given time with a client satisfaction rate of more than 95%
- » Boasted with *Employee of the Month Award* for excellent work performance
- » Delivered 100% customer satisfaction results and ensured that the team achieves its target
- » Fast and effective result in controlling of shrinkage

EDUCATION

2011 MBA (Marketing) from NIILM Business School, Punjab Technical University, Bengaluru

2011 PGPBA (Retail) from NIILM Business School, Bengaluru

2009 BCom (Computer Application) SGSICCS, Devi Ahilya Vishwavidyalaya, Indore

IT SKILLS

- » Well versed with Windows, MS Office and Internet Applications

EXTRAMURAL ENGAGEMENTS

- » National Player-Netball: Represented state for 4 times in Senior National Netball Tournament
- » Senior State Player-Basketball: Represented National Basketball Academy (N.B.A) in state tournament
- » Completed level "A" National Cadet Corps (N.C.C) Certificate
- » Stood 1st in many quiz competitions

PERSONAL DOSSIER

Date of Birth : 31st Dec 1986

Marital Status : Married

Languages Known : English and Hindi

Address : J-804 Godrej Garden City, Off SG Highway, Ahmedabad, GJ-382470

DECLARATION

I hereby declare that the above-mentioned are true & genuine and are as per the certification.

Date:

Place: Ahmedabad

(Pranshu Sharma)