CURRCULUM VITAE

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Personal Details:-

Name : Satish Kumar Sharma

Education Qualification : B.Com

Date of Birth : April-1975

Languages : Hindi, English, Punjabi, Gujarati

Hobbies : Traveling, Music,

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Over all Job Profile:-

* Accomplish sales and organizations mission by completing related results as needed.
* Achieve sales operational objective by contributing state team and Channels.
* Recommendation to strategic plan and review Preparing and completing action plans.
* Implementing productivity quality and customer service standard.
* Resolving problems and completing task as per TAT.
* Maintain and Expanding Customer base by team & channels.
* Building and maintaining rapport with channel Partners & Key Account & premium Customer.
* Manage the entire state and team across product and industry.
* Meet assigned target for profitable sales growth in the state.
* Key account management & inventory on priority bases.
* Believe in Strong relationship and A door opener for all new sales.

Always Ensure brand value & vision for long term association

Skill:-

* Communication
* Presentation
* Team building
* Business Development.
* Channel Sales operations.
* Team Development/Channel Development.
* Business Planning

Current Organization-

* Name of Company : Urmin Group of Companies.
* Designation : RSM
* Area : Gujarat/ Rajasthan
* During : June-2020 to Continue.
* Turn Over Handling : 13.5 Cr
* Business Handling : Bansiram/Starnuts

**Urmin Profile:-**

Urmin is Ahmadabad base company and big name in tobacco industry. Join as RSM looking Gujarat & **Rajasthan** with the 34 team members.

**Start the journey with Urmin as RSM from 17th June-2021:-**

* Drive distribution 1 SS to 5 SS (Gujarat-2 **Rajasthan-3**) **Jaipur, Jodhpur, and Alwar**
* Created presence in NH /Hind / Osia Gujarat and Big Bazaar/ Dmart/ Reliance fresh in Rajasthan.
* Started with 5 people and today count is 50+ (**18 in Gujarat and 32 in Rajasthan)**
* Started with 11 Channel and created 65+ Channel in both States. ( **26 in Gujarat and 39 in Rajasthan)**
* Overall revenue increase from 11 Lath to 1 Cror. (7 tons to 65 tons)
* **Big achievement is Start Rajasthan with Zero Presence and Contribution now is 40 tons.**
* Appointed 6 separate distributor in Rajasthan and 4 in Gujarat for star Nuts Product.
* 100% billing efficiency in all channels July-2020 onward & weekly billing in 90% Channel.
* Created huge trust for long term association with all channel.
* Record is zero Replacement from both States. (It was Last Year more than 1.5 Lath)

**Previous Organization-**

Name of Company : MENMOMS Private Limited.

Designation : Sr.ASM

Area : Gujarat/ Rajasthan

During : Jan-2019 to March-2020

Turn Over Handling : 18 Cr.

Business Handling : Gujarat/ Rajasthan/ Indor and Bhopal :

**Menmoms Profile:-**

Me N Moms private limited its Mumbai base Company and they deal in the premium category of Baby Care product with brand name of MEE MEE. Handled 3 vertical during the tenure of Me n Moms like own store (Stand Alone Outlets) Furniture division entire range of Baby care cloth and toiletries Sales along with team Size of 22 People in Gujarat

Product Range more than 10000 like Prams, Strollers, Walkers, Cradles, Cots, Rockers, Bath Range for kids, Baby care Premium toiletries Wipes, Diapers, Feedings Bottle, Mug and pre & category ranging from baby bedtimes to baby bath times. Baby care to baby travel and baby play time to nursing and feeding all related and needed product.

**Achievements in Menmoms:-**

* Start with zero presence in Channel sales & created product visibility more than 5000 outlets in GT.
* Generated revenue from 50 Lakh to 1.25 Cr per month. (Growth 250%)
* Create huge confidence in channel partners for long time investment.
* Record sales in wet wipes all India Rank Number-1
* Activities at standalone outlets for new Customer.
* Regular meeting with Pedia Doctor for new account and revenue enhancement.
* Product sampling through activity in hospitals & society for awareness.
* Stock Inventory in the all Store & channel & Modern trade and in KEY account.
* Responsible for 8 Standalone outlets, 160 modern trade outlets and 5K GT Outlets.
* GT & MT Contribution from Zero to 50 Lac contributions.
* Contribution of key account 50 to 60 thousand.
* Modern Trade business Grown 4 Lakh 20 Lakhs per month.
* Post joining channel interest was zero reason low revenue & big issue of viability against investment but post six month

**Previous Organization:-**

Name of Company : Bharti airtel Limited

Designation : Sr.Manager

Area : Gujarat/ Rajasthan

During : March-31, 2007 Dec-2018.

Turn Over Handling : 84Cr.

Business Handling : Postpaid & Prepaid & Airtel Payment Bank.

**Job Profile in Bharti-airtel:**-

* Handling monthly revenue of 7Cr.
* Gain Market Share through new acquisition and MNP.
* Data Penetration4G.
* Customer ARPU (Average revenue per user)
* Channel performance &3i Score.(Investment/Infra/Involvement)
* Channel ROI & viability.
* Launch new BTS & New-market.
* Responsible for Team performance.
* Increase outlets footfall through activity & Visibility.
* Delight customer through Execution Excellence.(Out of Box Approach)
* Team engagement programmed & activity.
* 170 + Own Standalone Outlets along Prepaid, Postpaid, airtel bank activity.
* Product acknowledges & Training to Show room manager and others team members.
* Revenue enhancement through P TO P & airtel wallet.

Airtel- Achievements:-

* Achieve three time wall of Fame in July-2008, ( Its History)
* **Rajasthan Circle Member of Achievers Club from 2012 to 2013. (Awarded by CEO SBM)**
* **Rajasthan Best ZSM award in airtel money.(21%contribution in circle revenue through Utility)**
* No1 Rank 2015-2016 airtel money.
* Best ZSM in MNP (43% in Zone out of 4 ZSM & 16% in circle. of out of 21 ZSM)
* Highest BMD contribution in Circle during the automation of BMD.
* Top Rank as ZSM (From 2012 to 2013)
* Promoted maximum candidate in circle from my team. (During the Rajasthan and Gujarat)

Organization:-

Name of Company : Reliance Communications

Designation : Channel Executive

Area : Base at Ahmadabad (North Gujarat, S.Gujarat)

During : August-22, 2005toMarch-2007

Turn Over Handling : 11.00Cores

**Job Profile Reliance Communication:-**

* Ensure best service to assign market retailer through Channel.
* Training to FSE & Key account for product and benefits of Recharge denomination.
* Timely collection and submission of CAF for fast activation.
* Retail claims Settlement & timely disbarment for satisfaction.
* Handset Inventory and recharge inventory at channel as per norms.
* Motivate channel & team through activities.
* Maintain relation with all outlets for revenue enhancement.
* Responsible for monthly revenue and handset target.

**Previous Organization:-**

Name of company : Rasna Limited

Designation : Area sales Manager

During : Feb-2004 to August-2005-

Area : Gujarat-

Turn over Handling : 4.5Cores

Rasna-Achievements:-

* Working as a STAR performer last1.5year.
* No.1achieverinmarch-2005(all over India)

Organization:-

* Name of company : Wipro consumer care ltd.
* Designation : Territory sales Executive
* Area : Central Guj.
* During : Feb-2002 toFeb-2004
* Turn Over Handling : 1.50Cr.

Wipro achievement:-

* Develop successfully the distribution with Benchmark of 33 Distributors & 3 SS first six month.
* Build team of peoples for Rajkot Zone.
* Build Distribution through GT/MT as special task for Saurashtra equal to Ahmadabad zone.
* Revenue was 1.5 Lac to 22 Lac in first six month without on roll manpower Support.

Organization

Name of company : Gillette India Ltd.(Ahmadabad)

Designation : Senior-Territory-sales-in-charge.

Area : Ahmadabad, NG, Kutch.

During : Sep-1998 toNov-2002

Turn Over Handling : 1.20Cr.

Gillette Achievement:-

* Responsible for GT & MT both for Gujarat. (Pantaloon, Big Bazaar, Adani, Hind Supermarket.
* Achieve HALL OF FAME (as a top performer award) in Gillette during 2001.
* Achieve Mega distribution award (for Duracell alkaline batteries by Asia Head Juber-Ahemad)
* Achieve Gillette oral care record break secondary 200% during 2000.
* Promoted as PSRTSM in 2001 due toper former Candidate and business Understanding.

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