

Analytical, strategic-thinking and meticulous sales professional with over 6 years of comprehensive experience in relationship-building, partnership cultivation, top account retainment and profit channel growth. Self-motivated leader with expertise in expanding network connections, persuasively introducing products, implementing pricing models, inventory control and projections, vendor relations and territory development. Talented at identifying customer needs to deliver effective solutions.

Deepakk Sharma

Sales & Marketing

Address

C-Block Street No-25
BhajanPura Delhi-110053

Contact

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Skill

Sales processes

Positive and upbeat

Analytical problem solver

Staff Management

New Business Development

Relationship building

Good Communication Skills

Work History

2019/07
2021/05

Showroom Manager

RDB Suzuki Pvt. Ltd., Okhla Ph-2 New Delhi

- Customer Reinforced established quality control standards and followed procedures for optimal customer interactions.
- Monitored metrics and developed actionable insights to improve efficiency and performance.
- Made customers aware of current and new programs and services.
- Managed department calls per day and coordinated department schedules to maximize coverage during peak hours
- Regular Communication with Customers and resolving customer complaints quickly and efficiently.

2017-10
2019-06

Sales Manager

Firefox Bikes Pvt. Ltd. (Hero Group), Karol bagh New Delhi

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Reorganized and optimized leads management by implementing CRM solution.
- Developed innovative marketing campaigns to increase engagement with target demographic and drive brand exposure.
- Supervised sales team of 12 people, stepping in to support employees and deliver smooth sales processes for clients.

Education

- Shobhit University Meerut
Bachelor of Art

Vehicle

- Having Own Vehicle Bike and Car

2014-07
2017-09

Brand Champion

Concorde Motors Ltd. (Tata Motors) Gokulpuri, New Delhi

- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Attracted new clientele and developed customer relationships by hosting product-focused events.
- Motivated and mentored sales employees to enhance presentation, negotiation and customer relations abilities.

Personal Details

- Father's Name : Sh. B. S. Sharma
- D.O.B. : 11th May 1981
- Sex : Male
- Permanent Add: C-501/1, Street No-25 Bhajanpura Delhi
- Height : 5'9'
- Weight : 75 kg
- Status : Married
- Nationality : Indian

2011-09
2014-06

Team Leader

Viraj Automobile Pvt. Ltd. (Volkswagen Noida) Sector – 06, Noida

- Developed team communications and information for meetings.
- Served customers in a friendly, efficient manner following outlined steps of service.
- Led projects and analyzed data to identify opportunities for improvement.
- Quickly learned new skills and applied them to daily tasks, improving efficiency and productivity.

2007-02
2011-08

Sr. Sales Officer

Ring Road Honda Janpath New Delhi

- Built strong relationships with customers through positive attitude and attentive response.
- Coached team members in customer service techniques, providing feedback and encouragement toward reaching sales goals.
- Established open and professional relationships with team members which helped resolve issues and conflicts quickly.
- Worked with Sales Manager to create prototypes of new designs and training materials.

Best Regards

Deepakk Sharma