

Akash Sharma

CONTACT

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SUMMARY

Innovative & results driven leader with progressive track record, focused on achieving exceptional results, in highly competitive environment that demand continuous improvement. Experienced in driving product, process & customer service improvements while building partnerships. Sound exposure of market forecasting and formulating strategies to exploit business opportunities. Demonstrated ability to formulate and implement tactical initiatives to achieve corporate strategic goals.

Proven track record in conceptualization & execution of customer value maximization strategies, with a key focus on analytically identifying consumer micro-segments, precise targeting & customer engagement. Consistently achieved year-on-year growth in business and revenue targets across assignments. Ability to support and sustain a positive work environment that fosters team performance. Strong communication and relationship management skills.

WORK EXPERIENCE

Kampbell Staffing

Jul 2016 — Present

Business Development Manger/Account Manager

- Account Management and Business closures
- Handle team of 8 People, Provide them with daily and monthly task
- Hiring internal resources
- Generate Sales and Business Development through client development in India/ US
- Understanding client requirements and providing them matching resources.
- Handling Permanent, Contractual & Contract to Hire Positions and various types of contracts such as W2, 1099 & Corp-To-Corp.
- Assisting Operations department in closing fruitful business deals.
- Implement required changes to keep the process compliant

Kampbell Staffing

August 2015 — July 2016

Business Development Executive

- New Business Hunting and Acquisition
- Generating new business deals for the company and market analysis.
- Making customized Client presentations
- Scheduling Calls for my Team lead and director
- Daily follow-Up regarding Contract

Kampbell Staffing

Apr 2015 — August 2015

Healthcare Recruiter

- Recruitment of Nurses for Hospitals and Home Health care.
- Locum Recruitment.
- On Call/Out of Hours,
- Documentation.
- Referrals

Baba Holidays

Jun 2013 — Mar 2014

Co-Partner

- Assists individuals and groups in planning, organizing, and booking travel
- Conducts research according to the requirements of the client; get the most affordable deals if that is what

- the clients wish
- Provides a list of suggestions that the clients can choose from
- Provides clear information for each choice so that the clients can decide properly
- Coordinates with tour operators and travel agencies regarding tour package choices;
- bargains with them to
- get the most affordable rates

Mangalmay Fashion

Sep 2011 — Jun 2013

Self Employed

- Handle day to day activities
- Maintain existing relations
- Building new relation
- Handle staff of 15 people
- Maintain the quality of Export quality Product (Cloth) which was later exported to
- European Countries

EDUCATION

H.S.C

2011 — 2012

Nirman High School

S.S.C

2009 — 2010

St. Kabir High School

INTERESTS

- Football
- Cricket
- Politics
- Travelling

REFERENCES

References available upon request.