Munish Sharma 

### **Assistant Sales Manager**

Experienced Dedicated & hardworking individual with MBA (Sales &Marketing) from Indian Institute of Planning & Management, Dehradun; determined to carve a niche in the industry. Possess knowledge of Sales & Marketing Operations, Revenue Generation, and Customer Relationship & Business Development.

**Contact Details**

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* Rudrapur, India

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# WORK EXPERIENCE

## Sales & Marketing

### **Radisson Blu Hotel Rudrapur**

**2017 – Present**

Radisson Blu Hotel situated on the foot hills of Kumaon region, next to the world class Metropolis shopping mall. The Hotel is centrally located in the commercial hub of Sidcul & Rudrapur City.

**Achievements & Tasks**

* To work as a catalyst in bringing ability to identify sponsors and other fund raising for socio-cultural events & gatherings with corporate stay (Residential weddings, Ring ceremony Birthday’s Anniversary, Dealer meets, Product launches,& Annual Functions, Corporate room Bookings with contracts etc.
* Networking with Members especially from individuals, small and medium enterprises & corporates.
* To reinforce hotel group's packages to society & its members.
* To promote campaigns for seminars / programs for members & public outreach.

**Employers: World Integrity Center India Dehradun**

**(SN Group)**

**Sales & Community Initiatives**

**2014 – /2016**

* **Achievements/Tasks**
* To work as a catalyst in bringing ability to identify sponsors and other fund raising for socio-cultural events.
* Networking with Members especially from individuals, small and medium enterprises.
* To create awareness and support center's events on environment, music, art, cinema, Entrepreneurship & culture.
* To identify and address the special needs of members to make center more competitive through Individual, Family & Corporate Memberships.
* To promote campaigns for seminars / programs for members & public outreach.
* Ability to increate & manage promotions to increase foot falls in events.
* To identify and generate revenue by membership development & campaigns.

# VODAFONE ESSAR SOUTH LTD.

# (AGRA ZONE) Sales Executive

# 2013-2014

* Deal directly with customers either by telephone, electronically or face to face
* Respond promptly to customer inquiries
* Handle and resolve customer complaints
* Obtain and evaluate all relevant information to handle product and service inquiries
* Provide pricing and delivery information
* Perform customer verifications
* Set up new customer accounts
* Process orders, forms, applications and requests
* Organize workflow to meet customer timeframes
* Manage customers' accounts

# INTERNSHIPS

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| --- | --- |
| Title | Department Allocation Process |
| Organization | Bharat Heavy Electricals Limited. Haridwar |
| Role | Vocational Trainee |
| Duration | 45 Days |

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# EDUCATION

**MBA (Marketing), 2013 ◊** Indian Institute of Planning & Management, Dehradun 71.59%;

**B.Sc, 2008 ◊** Bareilly College, M.J.P.Rohilkhand University; 58%

**Intermediate, 2004 ◊** R.H.G.I.C. Tanakpur, Uttrakhand Board;58.20%

**Matriculation, 2001 ◊** R.H.G.I.C. Tanakpur, Uttrakhand Board; 53.50%

# SKILLS

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Research and Strategy

Public Relations

Data Collection

Market Analysis

Leadership & Team Work

Team Management

Team Management

Room Sales

Business Development

Marketing

Event & Conference

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# EXTRA CURRICULARS/VOLUNTEER WORK

* Awarded Certificate of Merit NIIT Marketing Campaign (BJS).
* Coordinator of Amaze & SACK activity at College.
* Selected as the Best Cadet of National Social Scheme in 12th Standard.
* Coordinator of Food Court Activity at College.
* Credential of receiving several prizes for extra-curricular

# LANGUAGES

**English**    **Hindi**   

**Interests:**

* Meeting with new people
* Listening to Music
* Playing Cricket

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