**CURRICULUM VITAE**

**Applicant Name**---------------------------------------------------------------**DEVENDRA SHARMA**

**Applied Position** -------------------------------------------------------------------Suitable Position

**Location Preferred** ----------------------------------------------------------------Singapore/Dubai

Date of Birth…29- JULY-1974

E-mail Id ……..[dsitprofessional@gmail.com](mailto:dsitprofessional@gmail.com)

E-Mail Id ………dearstdev@gmail.com

Contact No……+91 9717268380

Whats app No.+91 9818805025

Skype : devendrasharmag

Blood Group…. AB+ Positive

**OVER 13 YEARS EXPERIENCE IN BUSINESS DEVELOPMENT (SALES & MARKETING)**

**IN INFORMATION TECHNOLOGY (SOFTWARE) SECTOR**

**Presently working with “Global IT Point “Leading Indian IT company New Delhi (INDIA) from Feb 2010.**

* **As a Business Development Manager**

Responsible for professionally managing the entire sales cycle, right from lead generation through to prospecting, arranging appointments, giving presentations, negotiating, closing and then transferring new accounts to account management teams.

**DUTIES:**

* Performing thorough assessments of any current marketing opportunities
* Visiting prospective clients in their offices, and also attending trade shows and networking events.
* Assess the potential of a specific territory and its realistic future market share.
* Dealing with ‘price only’ customers and negotiating with them.
* Gathering informative, facts and statistics about customer trends and preferences.
* In consultation with senior managers setting national targets for sales, pricing and margins.
* Monitoring business activity, studying the outcome of projects.
* Generating new business through online prospecting, cold calling, face to face meetings and networking.
* Replying to all customer enquiries in a timely and accurate manner.
* Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.

**Employment History**

**From** 2002 to 2004 Worked with (E ways systems Pvt. Ltd). New Delhi INDIA

* **Position as a Sales Manager**

**From** 2004 to 2007 Worked with (TSK InfoTech Pvt. Ltd.) New Delhi INDIA

* **Position as a Sales-Marketing Manager**

**From** 2007 to 2010 Worked with Dynamic Host Leading (IT COMPANY New Delhi) INDIA

* **Position as a Business Manager**

**ACADEMIC QUALIFICATIONS**

Graduate from Delhi University (INDIA) on regular basis

**PROFESSIONAL QUALIFICATIONS**

1 Year Regular Diploma in Multimedia Production and Web Technology from AIT New Delhi INDIA

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| * **INERTNET COMPLETE** * **MS-WORD** * **MS-EXCEL** * **MS-POWER POINT** * **PAINT BRUSH** * **COREL DRAW** * **COREL PHOTO PAINT** * **ADOBE IMAGE READY** * **ADOBE PHOTO SHOP** * **SCANNING** * **ADOBE PAGE MAKER** | * **WINDOW COMPLETE ADOBE PREMIER** * **3DS4** * **3D MAX** * **AUTO CAD BASIC** * **2-D ANIMATION** * **3-D ANIMATION** * **MICROMEDIA FLASH** * **ELLASTIC REALITY** * **MORPHING** * **SOUND EDITING** * **AND SMALL SOFTWARE AND TOOLS** |

**COMPUTER SOFTWARE KNOWLEDGE**

**NOTE :**

I have Medical Administration and Nursing experience also, because my wife is M.B.B.S Doctor. And we have a Gynecology and Child Clinic in Delhi INDIA, in my spare time I have been assisting her for last 10 years.

PARMANENT ADDRESS

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| **House Address** | B-1/310, FIRST FLOOR, YAMUNA VIHAR DELHI -110053 (INDIA) |
| **Passport No**. | L7644415 (Expired Year- 2024) |
| **Country Visited** | MALAYSIA, SINGAPORE , THAILAND AND HONGKONG |
| **Marital status** | Married |
| **Language Known** | Hindi, English, Punjabi |
| **Current CTC** | 1200 Canadian dollar Per Month INR and other allowances |
| **Travel allowance** | 200 Canadian dollar monthly for Metro city only) |
| **Expected CTC** | Negotiable |
| **Notice Period** | 2 weeks |

**II CERTIFICATIONS II**

I the undersigned certified to the best of my knowledge and belief, this bio data correctly desire my qualification.

**24/AUG/2016**

**You’re truly,**

**DEVENDRA SHARMA**

**New Delhi (INDIA)**