

TARESH SHARMA
tareshastar@gmail.com
Contact no:-7987549160

CAREER OBJECTIVE

To work in an organization that offers me a challenging environment with excellent working ambience to enhance my personal skills and technical skills to grow with the company at the apex level.

TOTAL EXPERIENCE (12 years 6 months)

Presently looking for opportunity.

Last Company Worked :- HOGAR CONTROLS INDIA PVT LTD (7 months)

Designation :- Sales Manager

Location :- Raipur (Handling Chhattisgarh State)

Experience :- 17th July 2023 to 2nd Feb.2024.

Job Responsibilities:-

Taking care of premium customers and project sales for Hogar smart Home automation products. Responsible for appointing new dealers , generate business through self leads , Digital leads , Interiors , Architects , Builders , Dealers, Site visits etc. Targeted customers were the luxury and premium segment for Smart Home Automation products.

Company Name:- HINDWARE LTD (4 year 1 months)

Designation:- Area Sales Manager – Institutional Sales (Projects)

Location:- Raipur (Handling Chhattisgarh State)

Experience :- June 2019 to July 2023

Job Responsibilities:-

Taking care of project sales for Hindware - the premium brand & Queo - the luxury brand of sanitaryware & faucets along with wellness brand Amore. Also worked as business development Senior executive for 1.5 years in this company that includes handling Architects , Builders , Contractors and Government accounts.

Company Name :- C & S ELECTRIC LTD (1 year 4 months)

Designation:- Senior Engineer Sales(Projects)

Location :- Raipur (Chhattisgarh State)

Experience :- Jan. 2018 to May 2019

Job Responsibilities:-

Looking after project sales that includes MCB , DB , SWITCHES & LIGHTING products . Also handled channels for secondary support.

Company Name :- NTL Lemnis India Pvt Ltd (4 months)

Designation:- Assistant Manager (Lighting)

Location :- Raipur (Chhattisgarh State)

Experience :- Sept. 2017 to Dec.2017

Job Responsibilities:-

I was looking after professional Lighting as well as consumer lighting at Chhattisgarh .Was handling Industrial segment. Appointed 2 distributors at Raipur.

NOT WORKED (JUNE'16 to AUG'17) (1 year 3 months)

Start-up planned with friends to develop app for home town , but due to some dispute between the partners moved out and joined job again.

Company Name :- Philips India Ltd (1 year)

Designation:- Assistant Manager (Branded Retail Lighting)

Location:- Raipur (Chhattisgarh State)

Experience:- July-2015 to June-2016

Job Responsibilities:-

Targeted Customers :- Builders ,Architects, Interiors, Electricians, End Customers.

Geography Handled – Raipur,Bilaspur,Raigarh,Korba,Durg,Bhilai,Rajnandgaon

Distributors – 2 (Raipur - 1, Bilaspur - 1)

Retailers– 5 (Rajnandgaon-1,Durg-1,Raipur-1,Raigarh–1,Korba–1)

Business (Jan'2015 – Dec'2015) – Rs 2.5 Crore.

Subordinates – 2(Raipur-1,Bilaspur-1) (Both Off Role)

1. Managing sales through projects.
2. Key Account Management.
3. Meeting with end customers & developer.
4. Promote primary sales through secondary sales
5. Establish Rapport/Awareness of Company Products with Electrical/Lighting Consultants, Architects/Builders Offices & Interior Designers etc.
6. Managing & appointing distributors based on relevant channel competency and achieving required volumes.
7. Promoting Philips Lighting products in individual customer visits,product demonstrations, seminars and trade shows.
8. Following sales processes applying appropriate sales-tools,tactics and strategies in order to close the deal.
9. Participating in the sales planning exercise for location . Providing information about market trends, competitor's sales practices and potential projects
10. Ensuring customer satisfaction by timely responding to all customer requests so that customers find it easy to do business with Philips Lighting.
11. Supporting in new products launches.

Company Name :- Finolex Cables Ltd, Pune (4 years & 9 months)

Designation:-Assistant Manager (Sales)

Location:- Raipur

Experience:- Aug-2010 to April-2015

Job Responsibilities:-

Targeted Customers:- Builders, Retailers, Electricians, Govt.Contractors

Geography – Raipur , Dhamtari ,Kanker, Jagdalpur

Distributors– 12 (Raipur-10, Jagdalpur–1, Dhamtari-1)

Retailers–45 (Raipur–30, Dhamtari-5, Kanker-3, Jagdalpur–7)

Business (April'14–March'15) – Rs 11 Crores

- End customers, Builders ,Government Projects, Handling Dealers ,Channel Partners
- Retailers (Urban & Rural Markets)
- Achieving sales & collection targets and sales promotion activities.
- Dealer network.
- Handling distributor networks.
- Responsible for development of primary & secondary sales.
- Finding New End Customers & Expanding Network.

ACADEMIC QUALIFICATIONS

COURSE/ DEGREE	COLLEGE/INSTITUTE/ UNIVERSITY	YEAR OF PASSING	PERCENTAGE /CLASS/ GRADE
APGP-BM (MBA)	International Institute Information Technology, Pune (Maharashtra)	2008-10	66.0%
B.E.(Electronics Engg.)	Nagpur University ,Nagpur, (Maharashtra)	2007	62.0%
H.S.C.	Wesleyan English Medium School , Rajnandgaon (Chhattisgarh)	2002	61.1%
S.S.C.	Wesleyan English Medium School, Rajnandgaon (Chhattisgarh)	2000	77.4%

MBA INTERNSHIP:-

PROJECT TITLE:-

Customer Awareness about Renewable Energy Solutions amongst HT (High Tension) customers in Pune area.

Organization:- Suzlon Energy Ltd. Pune

Duration :- Two months

Designation :- Management Trainee

Project Description :-

During the period of two months, we conducted an awareness drive wherein, we prepared a questionnaire and presented them to the Company's Maintenance Heads, Finance Heads or any other concerned authority. We analyzed this data thus evaluating each segment.

The main purpose of this study was to conduct Market Mapping of potential High Tension (HT) consumers in different Areas of Pune. The purpose was also to increase the awareness of the benefits of wind energy in HT customers and otherwise.

SKILLSETS

Technical skills:

ERP : SAP (FI and MM Module)
Programming Language : C, C++.
Operating System : MS WINDOWS 98,2000,XP ,VISTA, WINDOWS 7,10

PROJECT DETAILS (GRADUATION PROJECTS)

Title:-Development of Vibration Measuring Device.
Title:-Development of Auto Hi-Low Beam Detector.

EXTRACURRICULAR ACTIVITIES

- Student Member IEEE ISquareIT PUNE and CSI.
- Represented College Volleyball team as Captain in University tournament.
- Played State level Volleyball tournament (under-17).
- Played 'SUBRUTO MUKHERJI' Football tournament (under-15).
- As Cultural Secretary at school level.
- Member of organizing committee of Cultural Events at college.
- Class Representative for Consecutive three years at school level.
- Active Participation in sports activities at school and college level.

PERSONAL PROFILE

Father Name	:	Mr. Mahesh Prasad Sharma
Mothers Name	:	Mrs. Rajeshwari Sharma
Date of Birth	:	29 th January 1984.
Permanent Address	:	Opp. Union Bank Of India , Ramadhin Marg ,Rajnandgaon(C.G)
Persona	:	Male/Married (Children – 2)
Languages	:	Hindi , English
Email	:	tareshastar@gmail.com
Key skills	:	Decision making ,Relationship Building ,Leadership& Good communication skills.

I do hereby declare that the above information given by me in the application is true and complete to the best of my knowledge.

TareshSharma.