

# PRAVESH SHARMA

## REGIONAL SALES & MARKETING MANAGER

### CONTACT

+91 9887228525

praveshsharma986@gmail.com

BIRTH -7 NOV 1990

INDIA

### EDUCATION

2013-2015

PUNE UNIVERSITY

- Master of Business Administration (Regular) Sinhgad college pune

- UDAIPUR UNIVERSITY

Bachelor of Commerce  
2012 Pacific college  
udaipur

- Master of Commerce (open)

### SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

### LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Marathi (Basics)
- Punjabi (Basics)
- Gujarati (Basics)

### PROFILE

Sales Professional with 8+ years of experience in identifying sales opportunities and growing sales base. Strong problem solving, influence and negotiation skills, strong networking, B to B and B to C, Field sales, corporate sales and positive long term customer relationship.

### WORK EXPERIENCE

#### Radha Krishna Marble

REGIONAL SALE AND MARKETING MANAGER | June 2020- till date

Conducts wide range of initiatives to prospect new businesses.

Answer telephone calls from potential customers who have been solicited through advertisements.

Build and strengthen client relationships.

Travel as necessary within specific geographic territory.

Manage and coach sales team

#### PRD RIGS INDIA PVT LTD

Area Sales Manager | June 2019- May 2020

Responsible for identifying new sales opportunities setting appointments and generating revenues.

Prospected for potential new clients and turned them into increased avenues of business Handling B to B, B to C & Corporate Sales- Hindustan Zinc, Vedanta, Adani, L&T, Tata, Miraj Group.

Manage customer relationship, contract negotiation, sales, pricing, billing and logistics.

Managed and monitored team members.

Train and mentor new sales representatives.

Lead planning, strategy, proposal process and preparation to maximize sales, revenue and collection targets

#### SHREE SHYAM MARBLE

Sales executive

| July 2015- June 2019

Deliver merchandise and collect payment.

Key role is to drive sales volume, maintain and grow existing accounts, develop new clientele and sales opportunities throughout assigned sales area for products such as marble and granite.

Travel within assigned area to grow current accounts while procuring new accounts.

### CERTIFICATION

Import and Export  
management

AHMEDABAD GUJARAT  
IIIM INSTITUTE 2014 A+

DIGITAL & AFFILATED MARKETING  
DIPLOMA COURSES 2020