


TULSI SHARMA

Business Development Manager

Experienced and self-motivated sales professional with well-rounded sales management skills & 11 years of Industrial experience. Excellent analytic and decision-making skills which are paramount within a fast-moving business environment. Strength in developing & implementing plan for acquiring new business and generating business from existing accounts. Delivering sales figures and new accounts. I am seen as an expert in my role due to the knowledge drive and enthusiasm I possess.

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 Rohini sector 6, New Delhi
110085

EDUCATION

B.A
Delhi University
2012-2015

MBA
IIBM
2022-2023

SKILLS

- Business Development Management
- Channel, B2B & B2C Sales Management Skills
- Client Relationship Management Skills
- Market Research Key Account Specialist
- Strategic Sales Planning Skills

Experience

Mar 2023 - Present
O2O Venturez Pvt Ltd, Delhi/NCR (In-store Radio Services)
Business Development Manager

- ▣ End to end sales and achieve Growth and hit the sales targets.
- ▣ Design and implement a strategic business plan that expands company's customer base and ensure it's strong pressure.
- ▣ Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- ▣ Identify emerging markets and market shifts while being fully aware of new products and status.
- ▣ Revenue and lead generation through existing and prospect clients.
- ▣ Travel within the Delhi/NCR for the client meetings to close the deal.

Oct 2021 - Feb 2023
Marg ERP Limited, Wazirpur - Delhi (ERP Billing Software)
Zonal Sales Assistant Manager

- ▣ Handling team of sales partners and company ASM of UP Zone.
- ▣ Working on weekly and monthly sales closing.
- ▣ Monitoring the sales performance of the sales team.
- ▣ Internal coordination with different Departments for their billing, Service, payment related issues.
- ▣ Identifying opportunities and strategies to increase sales.
- ▣ Ensuring that the all partners having stock of software.
- ▣ Working on process of travelling expense clearance of marketing team.

Jun 2019 - Oct 2021
Woodver Coatings Pvt Ltd, Peeragarhi, Delhi (Wood Paints)
Sales Coordinator and CRM

- ▣ Worked in SAP software.
- ▣ Sending quotations through the software and taking confirmation to convert in sales order and execute the Shipment accordingly.
- ▣ Generating bills against the sales order and making e-way bills accordingly.
- ▣ Working on Google drive for customer complaint resolution process.
- ▣ Working on sample arrangements as per customer requirement.
- ▣ Follow up with clients for payment collections via phone calls and e-mails.
- ▣ Internal coordination with different Departments for their billing, Service, payment related issues.
- ▣ Filing and retrieving corporate records, document, and reports

- Customer Service & Procurement
- Innovative Problem Solving
- Interpersonal Communication Skills
- Negotiation
- Digital Marketing Skills
- Sales Closer with Lead Generation Skills

LANGUAGE

English

Hindi

HOBBIES

Public Relations

Self-discipline

● Apr 2017 – Jun 2019

Icrotone Pvt Ltd, Peeragarhi – Delhi (Wood Paints)

Sales Coordinator

- ☒ Having good working experience of Google drive/spread sheets.
- ☒ Follow up with clients for payment collections via phone calls and e-mails.
- ☒ Direct coordinating with sales executives, dealer and customers of company for their sales related enquiries.
- ☒ Internal coordination with different Departments for their billing, Service, payment related issues.
- ☒ Working on contractor scheme payment.
- ☒ Working on sample arrangements as per customer requirement.
- ☒ Working on process of travelling expense clearance of marketing team.
- ☒ Preparing financial reports, letters and other documents.
- ☒ Filing and retrieving corporate records, documents, and reports.

● Jul 2012 – Mar 2017

Okaya Power Ltd., Peeragarhi, Delhi

Marketing Sales Support Coordinator

- ☐ 20-30 sales calls per day to esteem and existing clients for generating the sale.
 - ☐ Sending quotations through the software and taking confirmation to convert in sales order and execute the Shipment.
 - ☐ Coordination with stock department to arrange delivery of material as per PO to dispatch the material to party without delay.
 - ☐ Internal coordination with different Departments for their billing, Service, payment related issues.
 - ☐ Coordination with client for payment collection, C forms and E-Waybill via phone calls and e-mails.
 - ☐ Direct coordination with sales executives and client of company via phone calls and e-mails.
 - ☐ Managing the trade India and India Mart profile of the company and calling for new sale.
 - ☐ New customer Data mining work via web surfing.
 - ☐ Working on process of travelling expense clearance of marketing team.
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