

# TUNGDHWAJ SHARMA

**Permanent Address:**  
Near K. G. W., Sasni  
Dist –Hathras (U.P.)  
PIN- 202139

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## CAREER OBJECTIVE

To acquire deep knowledge with experience in the field of marketing and to apply skills and knowledge towards the organizational growth.

## EDUCATIONAL QUALIFICATION

### Professional Qualification

Completed M.B.A.(Marketing and H.R. as dual specialization) from **Institute of Co-Operative & Corporate Management, Research and Training, Lucknow** (Established by Govt. of U.P.), approved by AICTE and affiliated to **U.P.T.U., Lucknow** in 2014.

### Division:1<sup>st</sup>

### Academic Qualification

Qualification	College	University/Board	Year	Stream	Division
B.Sc.	D. S. College, Aligarh	Dr. B. R. A. University, Agra	2012	Science (P.C.M.)	2 <sup>nd</sup>
Intermediate	K. L. Jain Inter College, Sasni	U. P. Board	2009	Science, Maths	1 <sup>st</sup>
High School	K. L. Jain Inter College, Sasni	U. P. Board	2007	Science	1 <sup>st</sup>

## WORK EXPERIENCE

### 1) DEN NETWORKS LTD. (CJ HR SERVICES PVT LTD) AUG 2015 TO PRESENT FIELD CUSTOMER OPERATION EXECUTIVE

- Generating leads through door to door calls. Responsible for Target Achievement.
- Giving presentation and demonstration to prospective customers about company's Products & Services.
- Marketing of products & services in region, doing competitor analysis, provide suggestion to senior management for sales & operation strategy.
- Building brand loyalty, make sure for good post sale services to customers. Help in resolving all customers' queries.
- Involved in doing brand promotion via stalls set up in markets and apartments.
- Prepare and sending daily sales report to HOD.

**2)BALA JI SALES CORPORATION (TRIDENT LTD)  
CORPORATE SALES EXECUTIVE**

**NOV 2014 TO JUNE 2015**

- Giving Products (Towels and Bed sheets) presentation & demonstration to the corporate and retail clients.
- Marketing of the Product to the clients in Delhi/NCR region.
- Sales & Business development for the category.
- Dealing & negotiating with buyers on price to get better margins and improve profitability.
- Prepare and sending daily sales report to HOD.

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**COMPUTER SKILLS**

- Expertise in MS-Office(MS Word, Excel & Power point).
- Basic Knowledge of SPSS.

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**CO CURRICULAR ACTIVITIES**

- Participated in “The Sahara Force India Pit Stop Challenge” at Varchasva ’13.
- Coordinated in annual inter college fest “PARWAAZ” in the year of 2013.
- Participated in District level Scout/Guide Rally.

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**KEY SKILLS**

- Self confident
- Punctual
- Energetic
- Very keen to learn new things

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**PERSONAL DETAILS**

Father's Name	:	Mr. Gopi Chandra Sharma
Date of Birth	:	10 <sup>th</sup> Jan 1992
Marital Status	:	Single
Languages Known	:	Hindi and English
Interests	:	Playing cricket, listening music.

**Date :**

**Place :**

**(TUNGDHWAJ SHARMA)**