



Sachin Sharma

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2N Park, MCF Staff House

NIT Faridabad, Haryana -121001

- ❖ To utilize every opportunity to learn & improve in order to add value to the organization thereby attaining my career growth.
- ❖ Enhance my Knowledge & skills & to become an eminent professional.

WORK EXPERIENCE

Organisation : Hicare Service Pvt. Ltd.

Designation : Society Account Partner

Working duration : From May 2015 to Present

Responsibilities

- ✓ Generate business from Residential Societies(GPMS)
- ✓ Cold call to arrange meetings with potential customers to prospect for new business.
- ✓ Listening to customer requirements and presenting appropriately to make a sale.
- ✓ Generate business from residential Houses and Commercial.
- ✓ Canopy activities.
- ✓ CRM
- ✓ Following up new business opportunity from under construction properties.
- ✓ Develop and implement the marketing strategy establish and manage new architects.
- ✓ To developing and maintain relationship with clients.
- ✓ Responsible for generating new business from existing client.
- ✓ Technician referrals.

Organisation : Innovest Advisory Pvt Ltd.

Designation : Assistant Manager Sales

Working duration : Sep 2013 to April 2015

Responsibilities : Sales & Marketing

- ✓ Handling CRM (Customer Relationship Management).
- ✓ Handling Projects Residential and Commercial.
- ✓ Making Strong Broker Network for selling Projects.
- ✓ Handling the Brokers and sub-brokers.
- ✓ Cold calling.
- ✓ Following up new business opportunities and setting up meetings.
- ✓ To developing and maintain relationship with the channel partners to conduct sales meeting in alternate days basis.



- ✓ Develop and Implement the Marketing Strategy Establish and manage New Channel Partners, Alliances.

ACADEMIA

| | | |
|---|--|-------------|
| M.B.A (Marketing & International Buss) | LPU (Lovely Professional University) Distance Education | 2013 - 2015 |
| BCA | MDU University, (Rohtak) Faridabad (Haryana) | 2010 - 2013 |
| 12 Th | Dr. Anil Malik SDMD Sr. Sec School HBSE | 2009 - 2010 |
| 10 th | K.L Mehta Dayanand School HBSE | 2008 - 2009 |

IT CREDENTIALS

In-depth knowledge of: MS Office, and use of Internet, Configuration of Wi-Fi Routers, Software and application knowledge.

ACHIVEMENTS IN HICARE

- ❖ **Qualified Bangkok Trip**
- ❖ **Qualified Diwali Dhamaka Offer(Rs. 15K Flipkart vouchers)**
- ❖ **Qualified Gold Coin 4Gram 24 C**

PERSONAL DOSSIER

Date of Birth : 06th September 1991
Father's name : Mr. Satish Kr. Sharma
Languages known : English & Hindi

Date:
Place:

(Sachin Sharma)