

Konark Sharma

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*Competent professional with experience in **Technical Sales and Marketing***

*Targeting assignments in company of high reputation preferably in **Oil & Gas, Power & Automotive and FMCG Industry***

PROFILE SUMMARY

- B. Tech. Professional, with over 1 year experience in **Sales and Marketing, Market Research, After-Sales Services**
- Developed **strategic action plan** to enhance account retention; revamped customer service department by applying tactical & strategic planning skills to achieve revenue goals with emphasis on client satisfaction and delight
- Credited for introducing new accounts like **GTI-Bifuel Kit at Dabur India, Eldeco Apartments, ONGC Rajmundry**, Focus Oil Energy Ltd., Bokahola Tea Estate and so on.
- Gained insightful knowledge through delivery of projects like **Renewable Energy Project-Footsteps Power Generation and Robowars**
- Outstanding communication & negotiation skills that have been put to excellent use in effectively resolving problems and promoting a positive work environment.

CORE COMPETENCIES

~ Sales and Marketing

~ Analytics

~ Dealer/Distributor Management

~ Market Research

~ Product Management

~ Contract Negotiation

~ Customer Relationship Management

~ Business Development

~ Key Account Management

ORGANISATIONAL EXPERIENCE

Apr'17-Apr'18 with Hoerbiger India Pvt. Ltd., New Delhi as Graduate Engineer Trainee (Sales & Marketing)



Key Result Areas:

- Constructed new prospects and sustained aftermarket sales business for compressor spare parts and AMCs & reconditioned services as an Original Equipment Suppliers; managed service operations with focus on implementation of policies and procedures
- Executed new valve technologies for compressors power savings and in flow increase at IGL stations and usage of Compressor efficiency device-Hydrocoms in refineries like IOCL-Panipat, IOCL-Mathura
- Delivered technical presentations and ensured product working according to the clients need
- Negotiated tenders and contracts terms; enhanced customer satisfaction matrices through on-time delivery of spare parts & monitored customer complaints & warranty issues
- Ensured that operations at the service points match the company's standards
- Coordinated with the dealer principals on the after-sales function and closed the open issues if any on regular basis.
- Achieved services & supplies through prime firms like IOCL, IGL, ADANI GAS HMEL, GAIL, KFCL, SFCL, JK LAKSHMI, CARLSBERG and so on.
- Attained cumulative growth of 44% in 2017, by achieving target of INR 10 crores as a team for North India region
- Maintained & installed energy efficient GTI-Bifuel Kit (ALTRONICS) at Dabur India Ltd. as Technical Engineer, ONGC Rajmundry, Focus Oil Energy Ltd., Bokahola Tea Estate to name a few

Sept 2018 to present with S&T Machine Tools Pvt Ltd.i as Sales Engineer.

- Looking for Pune Region for sales and Marketing of various Tool room machines from Taiwan I.e Lathes, Milling ,Drilling,Surface Grinders , Material Handling etc.

PROJECTS

- Worked on a Renewable Energy Project-Footsteps Power Generation, through which electrical energy can be generated by human kinetic energy while walking or running
- Built a Fighting Robot in 30 kg category using geared motors and cutters to participate in multiple RoboWars Events across the nation.

INTERNSHIPS

- National Hydro Power Corporation, Jammu on project SEWA-II Power Station in year 2015 for 4 weeks
- Britannia Industries Ltd., New Delhi in Operations, Maintenance and Lubrications Department in year 2014 for 6 weeks
- Delhi Institute of Tool Engineering, New Delhi in Production and CNC Department in year 2012 for 4 weeks

CERTIFICATIONS

- AutoCAD-2D & 3D from CADD Centre, Pitampura, New Delhi in 2012
- B1 Level of German Language from Goethe Institute Max Mueller, New Delhi in 2018

ACADEMIC DETAILS

- Bachelor of Technology (B. Tech) in Mechanical and Automation from Northern India Engineering College, Guru Gobind Singh Indraprastha University (GGSIU), New Delhi with 75% in 2016
- Diploma in Mechanical Engineering from Guru Nanak Dev Co-ed Polytechnic, Board of Technical Education, New Delhi with 71% in 2013
- 12th from National Institute of Open Schooling, New Delhi with 68.8% in 2012
- 10th from Dayanand Public School, CBSE Board, New Delhi with 8.6 CGPA in 2010

EXTRA CURRICULAR ACTIVITIES

- Served as Student Assistant at German Study & Research Expo at DAAD German Academic Exchange Service from 2016 to 2018
- Bagged 1st Position in ROBO-X '14 of Society of Robotics, at Delhi Technological University (DTU), New Delhi in 2014
- Qualified as Quarterfinalist at ROBOWARS in Technex'15 organized by IIT Varanasi in 2015
- Won Gold Medal for three successive years at Inter-Polytechnic Table Tennis Championship from 2010-2013

PERSONAL DETAILS

Date of Birth : 13th July 1994
Languages Known : English, Hindi, German & Basic Marathi
Current Address : Woodsville Phase 3 , Bhosari,Pune – 411026.
Permanent Address : M-3/8-B, Model Town 3rd, Delhi – 110009.

