

Rakesh Sharma



10+ Years of Experience in Sales & Distribution and also have Experience in Project Sales

TERRITORY SALES

MBA From Punjab Technical University

(KANSAI NEROLAC PAINTS LTD.)

Mob. – 98130-88199, Email: rakesh_usa1@rediffmail.com

Professional Experience (10+Years in Sales, Distribution and Channels Sales)

Educational Background

MBA (Marketing& HR)	PTU, Jalandhar	2005
Bachelor of commerce	Kurukshetra University, Kurukshetra	2003
Higher Secondary School	HR Board, Bhiwani	2000
High School	HR Board, Bhiwani	1998

AT Present Working :-

Territory Sales Executive

(KANSAI NEROLAC PAINTS LTD.)

(Based at Hisar , Haryana)

- Deals In:-

Decorative Paints

From :
APRIL
2022

<p>Area Sales Manager</p> <p>Damp Care</p> <p>(Based at Haryana)</p> <p>Construction Chemicals and Water proofing Company</p>	<ul style="list-style-type: none"> • Reporting to North Head in Karnal. • Looking After HARYANA STATE • Coordinated with stakeholders including marketing teams and channel partners to ensure that common goals were achieved • Formulated and implemented a highly collaborative comprehensive strategy across HARYANA regions and throughout the product lifecycle. • Trained channel partner staff on Chemicals Products; developed channel-wide demand generation programs and tracked results. • Ensured effective distribution in rural and urban markets and model wise segment wise growth on a monthly basis and achievement of 100% targets of team. 	<p>DEC.' 2019 To March 2022</p>
<p>Sales Officer</p> <p>(OZELL COONER PAINTS LTD.)</p> <p>(JEWELL PAINT)</p> <p>(Based at Kaithal (HARYANA))</p>	<ul style="list-style-type: none"> • Reporting to Branch Manager, Faridabad • Looking after the area of HARYANA from Ambala to Sonipat (G.T Belt) • Coordinated with stakeholders including marketing teams and channel partners to ensure that common goals were achieved. 	<p>March 2018 To DEC.' 2019</p>
<p>Distributor : Jai Balaji Enterprises.</p> <p>(Based at Kaithal (HARYANA))</p>	<ul style="list-style-type: none"> • Worked with Wipro Lighting and Appliances, Philips Lighting and Appliances, V-Guard water heater, Bajaj Appliances, Luminous Fan, Vision Wire and cable, Nasaka R.O and Water Purifiers. Panasonic Iron and Personal Care Products. • Lighting : Domestic lighting, Industrial and Commercial Lighting. • Appliances : Small Appliances, Kitchen Appliances, R.O & Water Purifier • Wire and Cable : Domestic and Industrial Wire and Cable • Personal Care : Trimmer, Hair Dryer, Shaver, Hair Straightener etc. 	<p>July'2015 To Feb'2018</p>
<p>Sales Officer</p> <p>Future Group</p> <p>(Based at Haryana)</p> <p>Lighting and Appliances Division</p>	<ul style="list-style-type: none"> • Worked as a Sales Officer in Haryana • Responsible for overall sale and collection also. • Managed systematic training, caring & sharing and the complete career path of a Channel Partner. • Organized presentations, customer meet, van activity, camps, road shows for creating visibility of services. • Ensured effective distribution in rural and urban markets and model wise segment 	<p>Feb.' 2011 To Jun'2015</p>

Branch Head in Alankit Assignment Ltd.	<p>wise growth on a monthly basis and achievement of 100% targets.</p> <ul style="list-style-type: none"> • Sales Tax Return submission • Advisory & Brokerage Services • Stock Broking, Online Trading Platforms with comprehensive risk management solutions. • Distribution of Third Party financial products like Mutual Funds, Corporate Fixed Deposit, IPO application acceptance. 	<p>Jan' 2006 To Dec.'2010</p>
Key Strengths		

Personal	<ul style="list-style-type: none"> • Management skills – Influencing, leading, negotiating and delegating abilities. • Highly organized and able to prioritize effectively. • Channel Sales/ROI & Revenue Growth/ Territory Growth & Expansion. • Business Development/ Product Launch & Promotion/ P&L Management/ Forecasting. • An experienced project leader with the ability to initiate/manage cross-functional teams and multi- disciplinary projects. • Critical thinker, decision maker and problem solver.
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Skill & Experience Areas

Sales & Marketing	<ul style="list-style-type: none"> • I am an active listener with ability to motivate, develop and direct peoples to get the best out of them. • Planned & Scheduled individual/team tasks to achieve goals within time, quality & cost • Formulated short term strategic plans to enhance operations, process streamlining • Managed post-sales & marketing operations achieving sales growth across region • Developed periodic business plans & strategies in line with macro plans of organisation • Conducted market research for promotions, analysing trends & developing strategies
Channel Management	<ul style="list-style-type: none"> • Developed the network by adding franchisee/dealers & new partners in untapped markets • Evaluated performance & provided distributor with the right product mix • Set up franchisee showrooms in target markets for image building & brand enhancement.

Contact & Personal Information

Address Father's Name Languages Mobile E- Mail D.O.B Marital Status	House No.-453/11, Adarsh Nagar, Dhand Road, Kaithal : 136027(HARYANA) Mr. Om Parkash Sharma Hindi, English & Punjabi. 98130-88199 rakesh_usa1@rediffmail.com November 23'1982 Married
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