**Current CTC : - 19.5 LPA**

**Current Location: - Mumbai**

**Nikhil Sharma**

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**Mobile:** +91 9819361846 / 9819332744

**Permanent Add:** 599, Sharma Niwas, 3rd Floor, Flat No.12, Jame Jameshed Road, Matunga (C.R.), Mumbai 400 019

**DOB:** 04 May 1988

**Business Exposure: 8+ years**

**Deloitte India –Manager: May 2016 to Date**

**Job Profile:**- GTM Strategy for new services, Key Account Management, Team Handling, Strategic firm wide Projects for Consumer Business, Oil and Gas Industries, Healthcare Industries.

* Responsible for handling 6 strategic clients of India Member firm, driving CXO level discussions
* Closely working with clients – driving conversation across all levels
* Managing and prioritizing firm wide initiatives with change in business dynamics(viz Data Privacy, Risk Management, Digital Transformation, RPA, AI, Supply Chain Optimization)
* Working and mentoring team of Account Managers for their respective account plan development and career growth
* Conceptualizing and conducting workshops, for new service offerings to help functions GTM
* Strategic firm wide initiative like ICAI Elections, Assurance Services , - Profitability, delegation, creating roles, PMO, processes, controls
* Successfully driving multi-disciplinary account growth with consumer business, promoter driven companies & MNC’s – by building and sustaining strong relationships across the accounts
* Implementing and driving Mid-Market Clients Program in India, as per global guidelines
* Got Promoted in FY19

**Wipro Limited - C.T.O, June 2012–2016 May**

**Job profile:**  International BDM&Strategy, for Asia Pacific Region (Healthcare, Mobility, IOT solutions)

* Business Analyst for Asia Pacific Region for Wipro Assure Health Mobility Solutions (Cardiac + Maternity Solutions), Hospital Information Management Systems (ERP), Home Monitoring Solutions
* Developing Channel Partners in globally targeted territories. In-depth analysis and Travel to Healthcare market in Singapore, Malaysia, Indonesia, etc
* Participation in International Exhibitions like QuestexAsia – Singapore 2014, Healthcare Innovation – Jakarta, 2015
* Key account management with large global OEMs., Medical Algorithms - Poland, Monica Healthcare – UK
* Key account management for large corporate Hospital Chains like, Siloam Hospitals, Mayapada Hospitals, RSTG Indonesia, Wockhardt India, Navy Hospitals - responsible for the Support/Delivery-(Onsite/offshore). Understanding client requirements to customize and pitch for new solutions
* Market Research, Entry & Pricing Strategy, Competitor Benchmarking & Analysis, Sales Forecasting
* Brand building activities and marketing communication, Pre and Post sales activities
* Got Promoted in 2014

**Job Profile:**BDM for West India

Responsible for creating new accountsnegotiations, implementation of new projectsacross the Region.Successfully established channel partners for both Govt. and Private Customers for Wipro Assure Health (Mumbai, Pune, Aurangabad, Ahmedabad, Vadodara, Surat, Vapi).

* Leading sales team (10-12 member) across West India
* Conceptualized and established the Operations of 24\*7 Remote Cardiac Tele Monitoring Centre, first of its kind in Asia
* Headed launch of brand Wipro AssureHealth Solutions across West India
* Demonstrate Wipro AssureHealthCardiac + Maternitysolutions to KOL’s
* Detailed understanding of Hospital Operations
* Closely working with the development team for designing the work flow and mobile apps for better customer experience
* Participating and speaking in national events, AICOG Conference 2013, etc
* Established distributor network across the region for these new solutions
* Help local sales team provide customers with relevant updates and other industry related information
* Designing Marketing tools to help the local sales team
* Support RFP across Govt./Pvt./Enterprise accounts in the designated territory
* Training of Distributors and Sales Team

**Summer Internship: Group Shaman Motors (May 2011 – July 2011)**

* **Volkswagen**: Process improvement of operations at Volkswagen Retail Showroom, Prabhadevi. Involved reduction of turnaround time per customer
* **Club Torque**: India’s first and only membership based Super Car club. Work involved auditing and anticipating the problems that could occur to the customer in using the website. Marketing and promoting Club Torque, building a Facebook fan page
* **Mercedes Benz**: Improving the visibility of Brand Shaman-Mercedes in the market
* **Project on Re Launching Brand Adnan Sami:**Analyzed Adnan Sami as a brand. Suggested marketing strategies for Adnan Sami’s upcoming Music Album

**Godrej & Boyce Mfg. Co. Ltd Precision Engineering System: (May 2010 – Dec 2010)**

Looking after the production, Kaizen Idea generation and implementation on shop floor for the manufacturing of Wind Mill Components, Submarine Base Frame and Reactor Core

* Designing and Fabrication of Automated Welding/Gas Cutting Machine for 2g & 3g positions (We did the R&D and indigenously developed 4 machines during my tenure)
* Involved in changing of the plant layout to improve flow of WIP inventories

**Positions of Responsibility**

* Alumni Council Member (Welingkar 2010) Management Council Member (Welingkar 2011)
* Elected as **Departmental Head** for technical Activities at VJTI 2007-2009
* Elected as Social Coordinator for cultural activities at VJTI 2008-2009
* Held the Post of **PR Manager** for Pratibimb’08 VJTI’s Cultural festival
* Mega Event Head for Pratibimb’09 (Event registered maximum no of participants)

#### Achievements, Awards & Certifications

* Secured**First Prize in F1 Robotic Event**, at DJSanghvi**IEEE** event in 2008, National level Robotic Event
* **Secured 2nd Prize** in F1 Robotic Event, at VJTI National level Robotic Event 2009
* Reached final round in IC-Engine Car racing competition at **TechFest’09, IIT Mumbai**, Asia’s Biggest Technical Festival
* Participated in Nexus, Solar Robot making competition of **Techfest’08, IIT Mumbai**,Asia’s Biggest Technical Festival

**Academics**

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| --- | --- | --- |
| **Course** | **Institute & University** | **Year of Passing** |
| M.M.S (MBA) | Welingkar Institute of Management, Mumbai University | 2012 |
| B.Tech Production | VeermataJijabai Institute of Technology(VJTI), Mumbai University | 2010 |
| H.S.C. | RamnivasRuia Junior College , Maharashtra State Board | 2006 |
| S.S.C. | Dadar Parsee Youth Assembly High School , Maharashtra State Board | 2004 |

**Extra Curricular Activities & Interests**

Table Tennis, Carrom, Badminton, Swimming, Photography, Travelling

*I am confident and self motivated professional interested to work for a growing company. I have been fortunate to have a varied experience withdiverse Geographies and Cultures. I am good at communicating/presenting ideas, working in evolving business dynamics.*

*I am willing to go that extra mile to deliver excellent results through building effective and collaborative relationships with people. I am eager to explore new challenges and am entrepreneurially inclined.*