**PANKAJ SHARMA**

**Mob. No.-08090345457,8887785069**

**Email Id-** [**info.pankaj91@gmail.com**](mailto:info.pankaj91@gmail.com)

**Address- E-406/1850 Arra Bingawn K.D.A. Colony, Naubasta Kanpur-208021**

**Can be headhunted for assignments in sales & marketing preferably in corporate industry, with a growth oriented organization.**

**Objective**

To obtain a challenging managerial position &interested to work in a heterogeneous network environment to prove myself to be an asset to the organization wherever my services can be utilized.

**Professional Abridgement**

* Experience in implementation of marketing / sales promotion plans for business generation.
* Extensive experience in exploring and developing new markets, accelerating growth and achieving desired sales growth.
* A skilled communicator with exceptional presentation skills in leading cross-functional teams and establishing beneficial relationships.

**Professional Summary**

* Having Exposure in Sales Field.
* Having good communication skill, dedication, hard-working and leading activities.
* Capable of generating enquiries, in large client base.
* Ability to work independently without constant supervision and guidance.
* Basic Computing, Internet Research Skills.

**Professional Experience**

1. **CRYSTAL CERAMIC IND. PVT. LTD.**

**Designation-** Senior Sales Officer

**Duration**- From 09 September2021 to Till Date

1. **KORUS INDUSTRIES**

**Designation-** Sales Officer

**Duration-** From July2020 to August 2021

1. **Lexus Granito india ltd.**

**Desigination –** Sales Executive

**Duration –** From 10 September 2018 to June 2020

1. **KANAK TILES**

**Designation-** Sales Person

**Duration-**From February 2018 to August 2018

**5- AGARWAL TILES AND GRANITE**

**Designation-**  Sales Person

**Duration-** From December 2014 to January 2018

**Job Responsibilities**

* Identifying, qualifying and pursuing business opportunities through market surveys and mapping targeted plans through lead generation.
* Analyzing latest marketing trends and tracking competitors’ activities to provide valuable inputs for fine tuning sales and marketing.
* Achieve targets on monthly bases and send daily report to the concerns on daily bases.
* Coordinating the promotional activities for new releases and special products.
* To interact customers and brief them about the products.
* Identifying customer related issues & developing ways to counter the same.
* Arranging and attending meetings withaccount manager and business head for the exposure and growth of the company.
* Conducting extensive market research to analyze and assess market potential and opportunities.
* Ensuring customer satisfaction by achieving delivery and service quality norms.
* Maintaining cordial relations with customers to sustain the profitability of the business.
* Providing value added customer services by attending customer queries and issues.
* Implementing sales promotional plans and new concepts to generate increased sales for achievement of revenue targets

**Educational Background**

|  |  |  |
| --- | --- | --- |
| **Qualification** | **University/Institute** | **Year** |
| B.Sc. | CSJMU KANPUR | 2010 |
| XIIth  Xth | UP Board  UP Board | 2007  2005 |

**Personal Details**

**Father’s Name**                                Mr. Shiv Murti SHARMA

**Mother’s Name**                             Mrs. Sushila Sharma

**Date of Birth**                                  25 September 1991

**Marital Status**                                 Unmarried

**Language Known**                            English, Hindi

**Declaration**

 I hereby declare that the above mentioned information is correct to best of my knowledge.

**Date PANKAJ SHARMA**

**Place**