**HIMANSHU SHARMA**

Mobile: 08126166903

E-Mail: himanshu86.sh@gmail.com

**In quest of assignments in Channel Sales/ Business Development / Distribution Management with an organization of high repute.**

**PROFESSIONAL SYNOPSIS**

* **10+ years** of experience in Sales & Marketing, Business Development, Channel Management.
* Understanding of organizing, interpreting and communicating market information / data to facilitate the decision making process of the top management.
* Adroit in handling business development, identifying & developing new markets, guiding lead generation and client retention activities.
* Ability to support & sustain a positive work environment that fosters team performance with strong communication and relationship management skills.

**CAREER CONTOUR**

**SIMPOLO TILES PVT LTD JAIPUR, ASM Feb 21-Till Date**

**Accountabilities**

* Identifying and appointing Channel partners.
* Handling day to day activity of Dealers.
* Working on the range selling.
* Working on Specifiers and dealers regarding new product
* Business Generation from **Specifiers** etc.
* Handling proper implementation of scheme and henceforth the market hygiene.

**JAQUAR & GROUP (BATHFITTINGS) JAIPUR A.Mgr Jan 15-Feb’21**

**Accountabilities**

* Identifying and appointing new dealers or Channel partners.
* **Business Development** Of Different Verticals
* Detailing to Specifiers and dealers regarding new product technicalities.
* Business Generation from **End Customer,Specifiers** etc
* Liquidation of old Stock.
* Helping Channel Partners in their daily routine.
* Handling **Projects** of adjoining territories.

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**Parle Biscuits Pvt. Ltd., JAIPUR Sales Officer May’10 – Jan15**

**Accountabilities**

* Steered efforts for meeting primary and secondary objectives.
* Increasing the range and depth o to increase value sale.
* Looked after the infrastructure of the redistribution stockiest.
* Carrying out merchandising activities and regular replenishment in the market.
* Keeping the check on the Sales force management
* Mentored the Sales Team and headed a team of Distributors.
* Accounted for Agra,Jaipur,Ajmer Territory for the sales and distribution operations.

**SUMMER INTERNSHIP**

Organisation Tata Teleservices Ltd., Gurgaon

Title To Access Tata’s Market Share In Top Companies of Gurgaon

Duration 2 Months

Description The project involved in tapping approx 14 companies concerning the types of

telecom services, the telecom infrastructure and also the expenditure incurred to avail the same.

**SCHOLASTICS**

* **MBA (Marketing)** from Asia Pacific Institute of Management Studies, Delhi in 2010.
* **B.Com.** from R.B.S College, Dr. Bhim Rao Ambedkar University in 2007.
* **XII** from St. Georges College, Agra I.S.C. in 2004.
* **X** from St. Georges College, Agra I.C.S.E. in 2002.

***Others***

* Diploma in Computer Course from NIIT, Agra

***IT Skills: Well versed with MS – Office, SQL, C++ and Internet Applications.***

**PERSONAL DOSSIER**

Date of Birth: 11th April, 1986

Permanent Address: S/O Mr. K.D Sharma, 4/289 Baluganj, Agra (U.P) -282001

Languages Known: Hindi and English

Location Preference North India