**RESUME**

**MANOJ SHARMA**

House no.669/19 Karhera  
Mohan nagar, Ghaziabad, U.P.

**Pin Code**: 201007

**Mob. No**.8920536127,9811477968

**Email ID**: manojvats4444@gmail.com

**OBJECTIVE**

To would like to associate with such an organization where I can explore myself and experiment with my capabilities in fulfilling my career ambition. The role must involve direct responsibility and opportunity to grow when challenges are met.

**EDUCATIONAL QUALIFICATION**

° MBA

**WORKING EXPERIENCE**

* Worked with **Orient ceramics** as a marketing executive Delhi 2003 to 2010
* Worked With **Century Tiles Ltd** as a sales manager west delhi from Oct, 2010 to march 2016
* Worked with **varmora granito pvt** **Ltd** as a Deputy Regional sales manager

Haryana from April 2016 to april 2018

* Working with **Home Interior Tiles** as a Regional sales manager Delhi and West up from may 2018 to Till date

**Job Profile:**

* **Achievement of Sales Targets** Highly target oriented and have an aggressive outlook towards the achieving sales targets for given territory. Controlling and monitoring the distribution ensuring timely collection of outstanding and aggressive sales promotion plans
* **Dealer Network Management** The products handled are marketed through a vast dealer network of more than35 strong dealers.
* **Dealer Servicing & Report** Emphasis is laid on excellent rapport with dealers and servicing them adequately regular visits to the trade by the sales fields force, attending to their various problems and providing them the best possible services.
* **Monthly Review Meeting** conducting monthly review meeting (MRM) at regional / Zonal office. The executive, Sales officers, attend the MRM.
* **Planning & Sales Targets** Formulating &executing aggressive and innovating sales strategies to achieve and exceed the set sales targets, sales management dealer coordination etc. Complete planning and tabulation, monthly & individual targeted sales figure for the given territory, both products wise branch wise.

**Principle Responsibility**

* **Follow-ups monitoring**
* Monitoring competitor’s activities, introduction of new incentive
* Schemes
* Products pricing policy, control credit terms.
* Market inventory.

**PERSONAL DETAILS**  
  
Father’s Name : sh.Rakesh sharma

Date of Birth : 10-12-1982

Nationality : Indian

Marital Status : married  
Language Known : Hindi and English

Sex : Male

**DECLARATION**

I hereby declare that all the details furnished above are true to the best of my knowledge.

Date:……………………..

Place:…………………… Manoj Sharma