**SHHARAD SHARMA**

2109, RAHILA PARK CO-OP HOU SOC, A- WING, OPP-NOORANI MASJID, PATHANMWADI, MALAD (EAST)

MUMBAI-400097

Cell: +91-70 4574 9307

[SHHARAD0240@GMAIL.COM](mailto:SHHARAD0240@GMAIL.COM)

To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional atmosphere.

**HIGHLIGHTS**

* Excellent communication skills
* Strong lead development skills
* Prospecting and cold calling
* Business Development
* Client Relations

**EXPERIENCE**

**British Nutrition Pvt Ltd**

**Senior Sales Officer**

April 2015 to till date.

* Achieving established sales targets.
* Giving regular feedback and information of our brand performance and competitive activity
* **Manage a team of Sales Officers.**
* Responsible for general co-ordination, scheduling of activities and orientation.
* Insuring field discipline and sending MIS reports
* Placing the products in retail outlets for consumer benefit.
* Liaising with suppliers to check the progress of existing orders
* Checking quantities of goods on display and in stock
* Reviewing our own sales performance, aiming to meet or exceed targets.
* Payment collection and Co-ordination with dealers and retailers
* **Focus on primary & secondary sales**
* **Handling and managing dealer network across Mumbai**.
* **Meeting with dealer, retailer and understand and fulfill their requirements**
* Involment in sales promotional activities & customer service

**Wizard Biotech Pvt Ltd**

**Medical Representative**

August 2012-March 2015

* Promoting company’s, product,
* Understanding customer’s requirements and conveying feedback to Management.
* Planning & implementing strategies for achieving sales targets.
* Maintaining & keeping the track of sales.
* Generating prescription.
* Maintaining courteous relationship with the Doctors and Chemists.

**Worked in Family Business**

**April 2002 to March 2012**

**EDUCATION**

* B Com: Bachelor of Commerce -2002- 60.00%.
* M.Com: Masters of Commerce- 2004- 56.25%.

**SKILLS**

* Sales and Business Development,
* Key Account Management
* Lead Generation, Prospecting & Cold Calling and Client Relations,
* Computer Proficient,
* Problem-Solving, Team Player and People Management,
* Analytical and Target-Oriented,

**PERSONAL INFORMATION**

* Date of Birth: 17th September, 1979
* Sex: Male
* Status: Married
* Religion : Hindu
* Hobbies: Travelling and Reading
* Nationality : Indian
* Languages known : English, Hindi and Marathi