**SHHARAD SHARMA**

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Career Objective

Seeking a suitable position in accordance with my work experience and skills gained over the years to the full extends for development, thereby contributing to the overall growth and profitability of the organization as well as attaining self-growth in career.

Personal Profile

I am having around Eight years’ experience in Sales, Very focused with high personalized service for client satisfaction, hardworking and optimistic attitude towards goals, very friendly nature and good communication skills in English, Hindi and Marathi.

Work Experience

**1. Company : Ally Oak Pvt Ltd**

Period : From June 2012 to till date.

Position : Senior Sales Executive

My jobs responsibilities include:

* Responsible for achieving sales
* Study the market and to know the potential customers.
* **Selling Furniture, Fancy Lights, Wall Papers and Blinds.**
* **Responsible for achieving sales through Channel Sales**.
* **Generate Leads of Retailers, Dealers and Architects and driving sales through them.**
* Having Follow up with potential customers.
* **Cold calling Customers and fixing appointment for selling fancy lights and others products.**
* **Cold-called prospective customers to build relationship.**
* Study the market and to know the potential customers,
* Regularly met all established sales goals
* Visit potential customers for new business.
* Serviced existing dealers, obtains orders, and establishes new dealers and retailers by planning and organizing daily work schedule
* Focused sales efforts by studying existing and potential volume of dealers.
* Maintained productive relationships with existing customers through exceptional follow-up after sales.
* Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
* To achieve the sales / revenue target from new dealers and existing dealers and retailers.
* To give regular feedback on market conditions, competition and other factors influencing sales.
* **Interact regularly with the clients to ensure a committed and partnership based relationship.**
* Comply with Sales process and mechanism of the company to ensure Business Professionalism & Integrity.
* Providing accurate information to senior managers on key issue
* Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
* To maintain courteous relationship with the customer all the time.

**2. Company : Worked in Family Business**

Period : From August 2002 to March 2012

Educational Qualification

* B Com: Bachelor of Commerce -2002- 60.00%.

Skills

* MS Office
* Business Development, Sales& Marketing
* Key Account Management
* Lead Generation, Prospecting & Cold Calling
* Client Relations
* Problem-Solving &Marketing
* Analytical Ability &Target-Oriented

Personal Information

Date of Birth : 07thOctober 1979

Nationality : Indian

Religion : Hindu.

Sex : Male

Languages known : English, Hindi and Marathi

Marital Status : Married

Hobbies : Reading, Travelling and Painting