

# Abhishek Sharma

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**In quest with challenging assignments in Sales & Marketing and Relationship Management with reputed organization.**

## **SCHOLASTICS**

### **PGDCA (COMPUTER)**

M.C.N.U.J - BHOPAL, 2013

### **M.A**

VIKRAM UNIVERSITY - UJJAIN, 2009

### **B.COM (COMPUTER APP)**

D.D COLLEGE, SHAJAPUR, VIKRAM

UNIVERSITY - UJJAIN, 2007

## **SYNOPSIS**

- Presently associated with **Lava International** for **Sales Operations** in **Madhya Pradesh**.
- **Territory Sales Manager** in **Vivo Mobile** for **Shajapur and Rajgarh**.
- **Territory Sales Manager** in **Gionee Mobile** for **Shajapur and Rajgarh**.
- An analytical mind to think clearly and logically.
- Team player with a flexible & positive attitude.
- Proficiency at grasping new concepts quickly, utilising the same in a productive manner within the stipulated time.
- Strong communication, interpersonal, analytical & team building skills with proficiency at grasping new concepts quickly and utilizing the same in a productive manner.

## **CAREER CONTOUR**

### **Lava International Ltd, (M.P)**

### **Sales Operations**

**11-Sep-17 to 17-Aug-18**

#### **Responsibilities:**

- Oversee and inspect the sales process of the organization.
- Verify the sales methods and procedures. Judge its utility and effectiveness.
- Make certain the sales functions are cost and time effective.
- Evaluate the revenue generation capabilities of the sales policies and functions
- Compare the operating costs against sales revenue and determine its efficiency
- Draft policies to improve sales and organization's goodwill in the market

#### **Achievements:**

- Continues 100% performance

### **Vivo Mobile, Shajapur**

### **Territory Sales Manager**

**April 17 to Sep 17**

#### **Responsibilities:**

- Handling team of 2 off-roll employees (TSO).
- Networking with reliable and cost effective channel partners for enhancing market reach and penetration.
- Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
- Strategizing long term as well as short term business directions of the region to ensure maximum profitability in line with organizational objectives.
- Ensuring cost effective logistics operations across the distribution channel and monitoring availability of requisite goods at the various sales outlets / channels.

#### **Achievements:**

- Continues revenue growth since I have joined.
- Made new distributor for better business in given territory.

**Gionee Mobile, Shajapur**  
**Responsibilities:**

**Territory Sales Manager**

**Jan-15 to April 17**

- Promoted as **Territory Sales Manager** and now handling Shajapur, and Rajgarh District.
- Handling team of 5 off-roll employees.
- Networking with reliable and cost effective channel partners for enhancing market reach and penetration.
- Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
- Strategizing long term as well as short term business directions of the region to ensure maximum profitability in line with organizational objectives.
- Ensuring cost effective logistics operations across the distribution channel and monitoring availability of requisite goods at the various sales outlets / channels.

**Achievements:**

- Continues revenue growth since I have joined.
- Made new distributor for better business in given territory.

**Vodafone Saptcel Ltd VMS Executive Jan-11 to Jan-15**

**Responsibilities:**

- Networking with reliable and cost effective channel partners for enhancing market reach and penetration.
- Sales Executive Prepaid & Postpaid Sale, Customer Service.
- Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.

**Achievements:**

- Continues revenue growth since I have joined.
- 100% growth.

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**PERSONAL DOSSIER**

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Date of Birth : 15<sup>th</sup> June, 1986  
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