# **GAURAV SHARMA**

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# **SUMMARY**

* 12+ years of experience in field of Sales, Business Development, P&L Management, Business Operations, Stakeholder Management, Distribution, Strategy, Business Finance, Budgeting, Fund Raising
* Industries Worked: Telecom, Healthcare, FMCG, Payments, Agritech



# **PROFESSIONAL EXPERIENCE**

**Ninjacart (63 Ideas Infolabs Pvt Ltd), Bangalore**

*(A leading Fresh Produce Supply Chain Company)*

**Associate Director- Regional Business Head (B2B) (Jul 2021 till Present)**

* Regional Business Head (West India)- Agribusiness and Fintech
* Managing both Demand and Supply side of the business
* On boarded 1000+ farmers and 500+ Commission agents to the company’s network- Topline Contribution of INR 15-20Mn per month with an EBIT margin of 5%
* Managing AUM of INR 25Mn; Loan disbursal to more than 300+ customers

**Hitachi Payment Services Pvt Ltd- Mumbai**

*(A leading payments solution provider for Cash and Digital payments)*

**Assistant Vice President –Business Head (B2B) (Jul 2019 till Jul 2021)**

* Head ATM/CRM Sales Business- Topline contribution of INR 50-55mn per month with an EBIT margin of 10-12%
* Head White label ATMs deployment PAN India - 1000+Machines Deployments-Monthly Turnover of INR 10 Mn with EBIT Margin of 5%
* Project Execution of 5K+ ATMs PAN India for SBI
* Spearheaded Performance Improvement Program for revenue enhancement from existing ATM network- Impact of INR 5-6mn per month
* Monthly & Quarterly Board pack presentation to Hitachi Board

**Dr. Batra’s Positive Health Clinic Ltd. – Mumbai**

*(A Chain of more than 200 Clinics in India and abroad with core operations in healthcare and FMCG)*

**Assistant General Manager-Business Head (B2C and B2B) (Jan 2017 till Jul 2019)**

* Business Head for FMCG Business-Monthly Turnover of INR 20Mn with EBIT margin of 5%
* Added 20+ Franchisees Stores PAN India
* Head funds raising for the company through private equity route
* Spearheaded Digital Acquisitions through Agencies, In house, SEOs, Campaigns etc.
* Played a key role in area like product pricing, Customer renewals, Digital conversion & Acquisitions, BTL and ATL Acquisitions etc.

**Bharti Airtel Ltd, Mumbai**

**Sr. Manager –Zonal Business Head (B2B) (Jan 2015** t**ill Jan 2017), Mumbai**

* Head B2B Business for Airtel Mumbai Region
* Driven Sales of Postpaid, Internet Bandwidth, Lease line, Devices, MPLS Solutions to SMB and Enterprise Clients- Hunting and Farming
* Top Line contribution of INR30-35mn per month

**Bharti Airtel Ltd, Andhra Pradesh and Telangana**

**Manager –Zonal Sales Manager (B2C) (June 2012 to Jan 2015)**

* Pivoted to Sales Function- Moved as ZSM Prepaid for Airtel Hyderabad zone
* Driven Sales of Prepaid, MNP, Data Devices etc.
* Topline contribution of INR10-12mn per month

**Assistant Manager –Finance (Feb 2011 to May 2012)**

* Involved in commercial proposal evaluation and approvals for new sites rollout, Fibre investments, new product launches etc.
* Performing ad-hoc analytics related to customers, revenue, efficiency, cost control etc.
* Formulating Annual Operating Plan (AOP) by working with cross functional teams and presenting to the management for sign-off.
* Ensuring proper closure of the books of accounts on a monthly and quarterly basis
* Preparing daily, weekly, bi-weekly & monthly MIS Reports on various business KPIs
* Taking care of month end cost provisioning by coordinating with various stakeholders

**Tata Teleservices Ltd, Uttar Pradesh**

**Senior Executive – Accounts (Feb 2009 to Feb 2011)**

* MIS Reporting | Financial Reporting & Forecast | Product Analysis | Accounts Payables|

**Significant Professional Achievement:**

* Business Development for Ninjacart from scratch in West region generating monthly Turnover of INR 20-25 Mn pm
* Highest ever CRM sales done with Co-operative banks- Order book of INR 50Mn
* Turnaround of Dr. Batra’s FMCG business (2018-19)

**Academic Achievements**

* Gold Medalist at both Graduate and Post Graduate Level



**EDUCATIONAL CREDENTIALS**

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| **Qualification** | **Institute/University** | **Year of Passing** |
| MBA( Finance) | ICFAI Business school- Hyderabad | 2009 |
| BBA( Finance) | Amity Business School, Noida | 2005 |
| Senior Secondary | CBSE, New Delhi | 2002 |

**IT Knowledge**

Working Knowledge of Oracle and MS Office Suite

## **PERSONAL DETAILS**

Date of Birth: 29th Mar 1985|Languages Known: Hindi and English |Marital Status: Married| Hometown: Gurgaon, Haryana |Current Location: Nagpur, Maharashtra