

# **RANJEET SHARMA**

21/4 Haryana Estate,  
Mandi House,  
New Delhi -110001  
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## **CAREER PROFILE:-**

Sales professional with approx 3 years experience in corporate industry. Skilled in leading sales to penetrate new markets with latest products to achieve sales goals.

## **OBJECTIVE:-**

Managerial position in sales and technical where in my education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm. Build a strong distribution network for achieving greater market development by fulfilling the following underlying functions:

- ❖ **Strategic Market Planning**
- ❖ **Customer Acquisition & Penetration**
- ❖ **Opportunity Identification**
- ❖ **Area Management**
- ❖ **Business Development**
- ❖ **Product Development**

## **WORK EXPERIENCE:-**

- ❖ Working with : **SECUREYE as Business Development Executive.**
- ❖ Worked with : **TVT (OEM) as Business Development Executive.**
- ❖ Worked with : **Just Dial Ltd, Delhi as Sales Officer.**
- ❖ Worked with : **Sparc Infotech Pvt Ltd as Sales Executive.**

## **TECHNICAL SKILLS:-**

- ❖ IT Technologies & Domains.
- ❖ CCTV Technologies & Implementation.
- ❖ Installation and Handling of optical fibers.
- ❖ Working on telecom devices and equipment's.

## **WORK EXPERIENCE: -**

- ❖ **Company: Fortune Marketing Pvt. Ltd (Secureye).**
- ❖ **Designation:** Business Development Executive.
- ❖ **Regions handlings:** Delhi.
- ❖ **Customer Domain Handling:** Channel, System Integrators, Corporate, Govt
- ❖ **Experience:** 1<sup>st</sup> September 2020 to Present.

## **Company Profile: -**

**Fortune Marketing Pvt Ltd** is a Delhi-based IT-trading company of 1994 has enlarged into an out-and-out distribution company for electronic security and computer hardware products with a solid pan-Indian presence and appeal.

An ISO 9001:2008 company, with its main office settled in Delhi, Fortune today distributes more than 500 products, provided by some top-tier global brands, through its channel literally becoming a one-stop-source for different security-surveillance and IT-requirements with an absolute supremacy in IP CCTV-products, Biometric products, Access Control, Computer Hardware

and Peripherals, Data Storage Solutions, Networking, Mobile Accessories, Audio and Multimedia products and Software products.

#### **Job Responsibilities.**

- ❖ Demonstrating how a product meets a client's needs.
- ❖ Providing sales support during virtual and onsite client meetings.
- ❖ Liaising with both current and potential clients to develop existing and new business opportunities.
- ❖ Identifying the customer's current and future requirements.
- ❖ Offering after-sales support services.
- ❖ Conveying solution benefits to both business and technical audiences.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Conveying customer technical requirements to the Internal Engineering teams.
- ❖ Maintaining existing, long-term relationships with customers.
- ❖ Travelling to visit potential clients.

#### **Products & Solution offered to Industry.**

- ❖ POE Switches, Networking Accessories, OLT , ONU, Media Converter etc etc.
- ❖ Cables, Cat5, Cat6, RJ59 Cables etc etc.
- ❖ Smart IP cameras, HD analog cameras, Speed domes, NVRs, DVRs,
- ❖ Biometrics, Led Monitor, Access Control, Locks, Alarm Intrusion System, Wireless camera, Video Door Phones, Hotel Lock Solutions.

#### **TVT Hamsa India (OEM) :-**

- ❖ **Company:** TVT Hamsa India (OEM).
- ❖ **Designation:** Business Development Executive.
- ❖ **Regions handlings:** Delhi
- ❖ **Customer Domain Handling:** Channel, Corporate and Government.
- ❖ **Experience:** November 2019 to July 2020.

#### **Company Profile.**

With **Hamsa India**, tried to bring TVT Digital Technology Co. Ltd. to its customer in a form that has never been done before with the products suite that includes Smart IP cameras, HD analog cameras, speed domes, NVRs, DVRs, video management software. And an in house authorized TVT service center for PAN India. TVT, a well renowned name is a fast-growing CCTV equipment manufacturer, established in 2004.

#### **Job Responsibilities.**

- ❖ Liaising with both current and potential clients to develop existing and new business opportunities.
- ❖ Identifying the customer's current and future requirements.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Conveying customer technical requirements to the Internal Engineering teams.
- ❖ Maintaining existing, long-term relationships with customers.
- ❖ Travelling to visit potential clients.
- ❖ Maintaining professional working contact with key suppliers and third parties.

#### **Products & Solution offered to Industry.**

- ❖ Smart IP cameras.
- ❖ HD analog cameras.
- ❖ Speed domes.
- ❖ NVRs.

- ❖ DVRs.
- ❖ POE Switches.
- ❖ Cables, Cat5, cat6 etc

#### **JUST DIAL LTD:-**

- ❖ **Company:** Just Dial Ltd.
- ❖ **Designation:** Sales Officer.
- ❖ **Regions handlings:** Haryana.
- ❖ **Customer Domain Handling:** Distributors, Retailers, Manufacturing Units, SMB Enterprises, Service Providers, Education.
- ❖ **Experience:** April 2019 to October 2019.

#### **Company Profile.**

**Just Dial Limited** is India's No. 1 Local Search engine that provides local search related services to users across India through multiple platforms such as website, mobile website, Apps (Android, IOS, Windows), over the telephone (voice, pan India number 8888888888) and text (SMS).

#### **Job Responsibilities.**

- ❖ Potential Customer Acquisition.
- ❖ Identifying potential customers in the market.
- ❖ Suggest service based on range of criteria.
- ❖ Work efficiently in co-ordination with staff members.

#### **SPARC INFOTECH PVT LTD:-**

- ❖ **Company:** Sparc Infotech Pvt Ltd.
- ❖ **Designation:** Business Development Executive.
- ❖ **Regions handlings:** Delhi & NCR.
- ❖ **Customer Domain Handling:** Corporate and Government.
- ❖ **Experience:** January 2018 to April 2019.

#### **Company Profile.**

**Sparc Infotech Pvt Ltd** is the Leading System Integrator providing all kinds of IT solutions under one roof. Sparc Infotech Pvt. Ltd. skill set includes expertise in executing major time bound LAN/WAN Projects, Power Projects, Telecom Project, Providing Customized Solutions in the field of High End Servers, Workstations, Storage, Network Access, Power Backup Solution, Office Automation to Corporate Offices, Government Offices, Telecommunication Service Providers, Data Centers and other Industries.

#### **Job Responsibilities.**

- ❖ Liaising with both current and potential clients to develop existing and new business opportunities.
- ❖ Identifying the customer's current and future requirements.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Conveying customer technical requirements to the Internal Engineering teams.
- ❖ Maintaining existing, long-term relationships with customers.
- ❖ Travelling to visit potential clients.
- ❖ Maintaining professional working contact with key suppliers and third parties.

**IT Hardware & Peripherals** • Servers (Rack, Tower, Blade ...) • Storage (SAN, NAS...) • Laptops • Desktops • Displays • Printers • projectors • AIO • Networking Products • Telecom Products • Security Products • Firewalls • CCTV cameras • UPS • IT Consultancy Services • etc...

**IT Projects** • Networking Projects • Surveillance Projects • Cloud/Storage Projects • Data Center setup/solutions • AMC • etc...

**TECHNICAL & ACADEMIC QUALIFICATIONS:-**

- ❖ **MBA** – (International Business) from GJU, Haryana.
- ❖ **B-Tech** – (Electronics & Communication Engineering) G.J.U Haryana.
- ❖ **Polytechnic** – (Electronics & Communication Engineering) from Govt Polytechnic, Manesar, Haryana.
- ❖ **Secondary Education** – C.B.S.E from Army Public School, Hisar Cantt.

**PERSONAL PROFILE:-**

❖	NAME	:	RANJEET SHARMA
❖	DATE OF BIRTH	:	SEPTEMBER 13, 1992
❖	SEX	:	MALE
❖	MARITAL STATUS	:	SINGLE
❖	NATIONALITY	:	INDIAN
❖	LANGUAGE PROFICIENCY	:	HINDI, ENGLISH
❖	FATHER'S NAME	:	Mr. SUBHASH CHAND
❖	MOTHER'S NAME	:	Mrs. MEENA DEVI
❖	PERMANENT ADDRESS	:	1994, HANUMAN COLONY , HISAR CANTT, HISAR, HARYANA PIN CODE -125006

I hereby declare that the above information provided by me is true to the best of my knowledge and belief.

Date.....

Place.....

**RANJEET SHARMA**