

Resume



Vishal Sharma
Current Location: Mohali
Contact Number: +91 7087434386
Email: vishalsharma_04@live.com

ASPIRING TEAM PLAYER:

Working in competitive environment is always thrill and fun. A quick learner of new trends and techniques, seeking a challenging & rewarding opportunity with an organization of repute which recognize and utilize my true potential while nurturing my analytical and technical skills.

PROFESSIONAL QUALIFICATIONS:

- B-tech in Computer Science and Engineering from CGC Landran, Mohali (2004-2008)
- BSC 1st Year from SD College Pathankot(GNDU) (2003-2004)
- Class 12th from DAV College, Dasuya (2002-2003)
- Class 10th from Army School Unchi Bassi (2000-2001)

VOCATIONAL TRAINIING:

June – July 2005 (4 weeks institutional training at CGC Landran)

- Introduction to HTML, Oracle and hardware

June – July 2006 (2 months training from Alpha Net Technologies, sector 34, Chandigarh)

- Project undertaken: Front office Automation
- Software service provider for Alpha Net Technologies

Jan – June 2008 (6 months training at Reliance communications, IT Park, Chandigarh)



- Worked on database handling queries

CERTIFICATIONS & COURSES:

- ORACLE 9i professional
- Google AdWords professional

ACHIEVEMENTS:

- Have been awarded 6 times employee of the month in RedAlkemi
- Have been awarded as Target Achiever in JST Technologies

CORPORATE EXPOSURE:

Netquom Pvt. Ltd. (October 2021 - Present)

Position: Sr. Business Development Manager

Location: Mohali

Job responsibilities:

- Developing growth strategies and plans.
- Responsible for proposing overall budget
- Delivering monthly revenue forecasts
- Planning and developing the right marketing strategy to get the product noticed by the target audience
- Managing and retaining relationships with existing clients.
- Increasing client base.
- Having an in-depth knowledge of business products and value proposition.
- Identifying and mapping business strengths and customer needs.
- Researching business opportunities and viable income streams
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on successes and areas needing improvements
- Revenue/Sales management
- Team management
- Pre and post sales management

IAPP TECHNOLOGIES LLP (Feb 2017 – March 2021)

Position: Business Development Manager

Location: Mohali



Job responsibilities:

- Developing growth strategies and plans.
- Responsible for proposing overall budget
- Delivering monthly revenue forecasts
- Planning and developing the right marketing strategy to get the product noticed by the target audience
- Managing and retaining relationships with existing clients.
- Increasing client base.
- Having an in-depth knowledge of business products and value proposition.
- Identifying and mapping business strengths and customer needs.
- Researching business opportunities and viable income streams
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on successes and areas needing improvements
- Revenue/Sales management
- Team management
- Pre and post sales management

ACUTWEB (Sept 2015 - Feb 2017)

Position: Business Development Manager

Location: Mohali

Job responsibilities:

- Online Bidding on Upwork, Elance, PPH for new projects
- Team management
- Business Analysis and Project Management
- Maintain Client Relations and Retention
- Project detailing, Allocation and delivery
- Writing Proposals for Web/Mobile development

JST TECHNOLOGIES (Oct 2013 to Aug 2015)

Position: Sr. Business Development Executive

Location: Mohali

Job responsibilities:

- Online Bidding on Upwork, Elance, PPH for new projects
- Maintain Client Data
- Update Bidding Content and Company Profile
- Maintain Client Relations and Retention
- Project detailing, Allocation and delivery
- Writing Proposals for Web development/ designing/ mobile applications



REDALKEMI (Feb 2010 to Sep 2013)

Position: Sr. Digital Marketing Executive

Location: Chandigarh

Job Profile:

- Online Brand Promotion
- Team Management
- Online Reputation Management
- Strategy Planning and management for Marketing and Marketing Material.
- Identifying and implementing strategies for better organic traffic and web presence.
- SMM/SMO/PPC
- Content Management
- Monthly Scope creation
- Google Adwords/Analytics/Trends/Webmaster tools/Adsense, Our Mobile Planet, GoMoMeter, Youtube Analytics.

PERSONAL SKILLS:

- Excellent verbal and written communication skills
- Willingness to learn
- Team Player
- Hard worker
- Sincere with positive attitude
- Enthusiastic in taking up new challenges
- Sound technical knowledge.

PERSONAL DETAILS:

Date Of Birth	4 th January 1985
Father's Name	Sh. Harvinder Kumar
Gender	Male
Marital Status	Married
Nationality	Indian
Current Location	Mohali, Punjab

I hereby admit that the above mentioned details are absolutely true with respect to my knowledge.

(VISHAL SHARMA)

