

CURRICULUM VITAE

Applicant Name-----**DEVENDRA SHARMA**

Applied Position -----Suitable Position

Location Preferred -----Singapore/Dubai

Date of Birth...29- JULY-1974

E-mail Iddsitprofessional@gmail.com

E-Mail Iddearstdev@gmail.com

Contact No.....+91 9717268380

Whats app No.+91 9818805025

Skype : devendrasharmag

Blood Group.... AB+ Positive

OVER 13 YEARS EXPERIENCE IN BUSINESS DEVELOPMENT (SALES & MARKETING) IN INFORMATION TECHNOLOGY (SOFTWARE) SECTOR

**Presently working with "Global IT Point "Leading Indian IT company New Delhi (INDIA)
from Feb 2010.**

- **As a Business Development Manager**

Responsible for professionally managing the entire sales cycle, right from lead generation through to prospecting, arranging appointments, giving presentations, negotiating, closing and then transferring new accounts to account management teams.

DUTIES:

- Performing thorough assessments of any current marketing opportunities
- Visiting prospective clients in their offices, and also attending trade shows and networking events.
- Assess the potential of a specific territory and its realistic future market share.
- Dealing with 'price only' customers and negotiating with them.
- Gathering informative, facts and statistics about customer trends and preferences.
- In consultation with senior managers setting national targets for sales, pricing and margins.
- Monitoring business activity, studying the outcome of projects.
- Generating new business through online prospecting, cold calling, face to face meetings and networking.
- Replying to all customer enquiries in a timely and accurate manner.
- Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.

Employment History

From 2002 to 2004 Worked with (E ways systems Pvt. Ltd). New Delhi INDIA

- **Position as a Sales Manager**

From 2004 to 2007 Worked with (TSK InfoTech Pvt. Ltd.) New Delhi INDIA

- **Position as a Sales-Marketing Manager**

From 2007 to 2010 Worked with Dynamic Host Leading (IT COMPANY New Delhi) INDIA

- **Position as a Business Manager**

ACADEMIC QUALIFICATIONS

Graduate from Delhi University (INDIA) on regular basis

PROFESSIONAL QUALIFICATIONS

1 Year Regular Diploma in Multimedia Production and Web Technology from AIT New Delhi INDIA

- **INERTNET COMPLETE**
- **MS-WORD**
- **MS-EXCEL**
- **MS-POWER POINT**
- **PAINT BRUSH**
- **COREL DRAW**
- **COREL PHOTO PAINT**
- **ADOBE IMAGE READY**
- **ADOBE PHOTO SHOP**
- **SCANNING**
- **ADOBE PAGE MAKER**

- **WINDOW COMPLETE** **ADOBE**
- **PREMIER**
- **3DS4**
- **3D MAX**
- **AUTO CAD BASIC**
- **2-D ANIMATION**
- **3-D ANIMATION**
- **MICROMEDIA FLASH**
- **ELLASTIC REALITY**
- **MORPHING**
- **SOUND EDITING**
- **AND SMALL SOFTWARE AND TOOLS**

COMPUTER SOFTWARE KNOWLEDGE

NOTE :

I have Medical Administration and Nursing experience also, because my wife is M.B.B.S Doctor. And we have a Gynecology and Child Clinic in Delhi INDIA, in my spare time I have been assisting her for last 10 years.

PERMANENT ADDRESS

House Address	B-1/310, FIRST FLOOR, YAMUNA VIHAR DELHI -110053 (INDIA)
Passport No.	L7644415 (Expired Year- 2024)
Country Visited	MALAYSIA, SINGAPORE , THAILAND AND HONGKONG
Marital status	Married
Language Known	Hindi, English, Punjabi
Current CTC	1200 Canadian dollar Per Month INR and other allowances
Travel allowance	200 Canadian dollar monthly for Metro city only)
Expected CTC	Negotiable
Notice Period	2 weeks

II CERTIFICATIONS II

I the undersigned certified to the best of my knowledge and belief, this bio data correctly desire my qualification.

24/AUG/2016

You're truly,

DEVENDRA SHARMA

New Delhi (INDIA)