**PRASHANT SHARMA 239, Guru Jambheshwar Nagar,**

**Eidgah Road,**

**Vaishali Nagar,**

[Prashant\_sharma2031984@yahoo.com](mailto:Prashant_sharma2031984@yahoo.com) **Ajmer. Rajasthan.**

**305001.** Phone: +91-9829265829

**Objective**

To make the initial entry and subsequent mark in the ever changing field of Sales and Marketing and adding value through effective people management and seeking a challenging position in the field of Marketing that provides an opportunity for growth, where I can apply my Marketing and Management skills experience to further the company's mission.

**Professional Profile**

* Marketing professional with the post-graduation in **Marketing** from the **University of Wales U.K.**
* Consistent academic record with the zeal to learn new concepts quickly and apply innovative ideas for achieving the best results.
* Motivated, self-starter with a passion to succeed and desire to excel in the areas of Marketing and Hospitality Management.
* Strong communication, Interpersonal Relationship Management and Analytical skills.

**Summary**

1. Effective organization, interpersonal and time management skills, communication skills.
2. Equipped with problem solving, critical thinking and decision making skills.
3. Possess a flexible and detailed oriented attitude.
4. Ensuring compliance to the rules and regulations of the company including the latest circulars and notifications.
5. Managing the delivery of Customer Services for the improving client satisfaction level.

**Technical Skills**

* Well versed with packages like MS – Windows, MS – Office and good knowledge of Internet.

**Academia**

|  |  |  |
| --- | --- | --- |
| * **MBA** * **Graduation** | :  : | MBA in Marketing from **Holborn College, London affiliated to University Of Wales**. **U.K.** (2009-2010).  Graduate in Business Studies with (2:2grades) from **De-Montfort University Leicester U.K.** Session 2003-07. |
| * **Class XII** | : | Arts stream as a private student, Ajmer (Rajasthan) India under Rajasthan Board with **66%** marks in 2003. |
| * **Class X** | : | From ST. Stephens School, Ajmer (Rajasthan) India under Rajasthan Board with **73%** marks in 1998-99. |

**Work Experience**

**Ansal Properties & Infrastructure Ltd. ( Ansal API) Nov 2013-July2014**

**Deihi.**

**Position: Sr. Executive (Sales & Marketing)**

**(Site Office: Kundli, Sonipat)**

Working as a result oriented **Sr.** **Sales Executive (Sales & Marketing)** &Responsible for planning, forecasting and implementation of sales plan & achieving sales target. Converting interested clients into closures. Identifying market potential and generating innovative techniques to increase sales.

**Roles and Responsibilities:**

* Responsible for the sales of the Company’s Projects.
* Responsible for giving company’s on going projects pricing details to the clients.
* Follow up leads Contact Client , conduct effective meetings and close deals.
* Contacts Leads & Prospect .
* Follow up on existing clients.
* Handle walk-ins and providing appropriate hospitality to the clients.
* Maintaining Sample flat and the list of Inventory.
* Maintaing healthy relationship with the Corporate Clients.

**Shreedham Minerals & S.K. Real Estate, May 2011-Nov 2013**

**Ajmer, Rajasthan. India.**

**Position: Owner**

I was running my family business. It involves vendor relations, ordering, scheduling employees, marketing, dealing with our internet and direct-indirect sales, etc.

**Fitness First Health Club, Feb. 2011- April 2011**

**Connaught Place, New Delhi**.

**Position: Membership Consultant**

Working as a profound **Membership Consultant**, the primary responsibility was to obtain qualified leads through internal and external marketing efforts, setting appointments, enrolling new members, selling ancillary products and show the ability to network and develop my own leads through internal and external market.

**Roles and Responsibilities:**

* Obtaining leads from within our local community.
* Participate external prospecting each day.
* Generating leads/new business internally through member promotions and referrals.
* Must consistently achieve or exceed personal sales goals, including membership and ancillary sales.
* Handle member cancellations and freezes, and successfully achieve membership saves.
* Follow-up with members that have enrolled to ensure we are exceeding expectations.

**Almaya International LLC.Muscat, Oct. 2008-March 2009**

**Oman.**

**Position: Sales Coordinator (FMCG).**

I was working as a result oriented **Sales Coordinator (FMCG),** the key role was to support and manage all direct/indirect sales resources.

**Roles and responsibilities:**

* Facilitate and coordinate sales and administrative support in the Sales & Marketing Department.
* Ensure the accuracy of product prices.
* Generate monthly sales report.
* Coordinate launches, promotions and brand specific animations and consumer events to drive brand sales.
* Assist to implement press invitations, press kits and press releases.
* Provide promotional support.
* Monitor price lists and ensure that new products are sent for testing.
* Monitor stock level and stock movement.

**Achievements**

***EXTRA CURRICULAR ACTIVITIES***

* Choreography
* Regular participant in Speakers’ Forum in school
* Sports (basketball, cricket, football) and Athletics.
* Backstage management

***CREDENTIALS AND MEDALS***

* Certificates for participation in District. And State Level of cricket and Football tournaments.
* Certificate for participation in State and District level basketball championships.
* Several certificates for participation in cultural events in school and college.
* Certificate for active participation in IMA Conventions.

**Personal Details**

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| --- | --- | --- |
| Father’s Name | : | Shambhu Dayal Sharma |
| Mother’s Name | : | Usha Sharma |
| Date of Birth | : | 20th March, 1984 |
| Nationality | : | Indian |
| Languages Known | : | English and Hindi |

**References**

Available on request.

Date: (**Prashant Sharma)**