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CURRICULUM VITAE

PROFILE:

Business Development manager with a successful track record of sales growth and execution of innovative marketing initiatives in the industrial products sector with customers in the Aerospace, Automotive, Mining, Traffic Safety, Defence and other MetFab applications market. Wealth of knowledge in running a SME business and providing high quality customer service with a background in analytical reasoning. Seeking a challenging role in the field of Sales, Marketing, Business Development and/or CRM.

SKILLS:

- I.T. Skills - Proficient in MS Office, Accounting and ERP software such as TALLY and WINGS
- Organised Conferences for our principals - Hindalco-Novelis and 3M India in Hyderabad.
- Excellent Inter-personal and communication skills. Fluent in English, Hindi and Malayalam.

WORK EXPERIENCE:

COMPANY & TIME PERIOD	ROLE	ACHIEVEMENTS
Suntraco Marketing (Sister concern of Escube Enterprises) October 2009 - present	Business Development Manager: <ul style="list-style-type: none">• Steering the entire gamut of sales, marketing and business development for our principals – 3M India, Fenner Drives UK, Hindalco-Novelis• Strategising tie-ups with companies for future expansion• Liasing with principals and associated B2B companies• Assisting in recruitment, training and development of Staff	<ul style="list-style-type: none">• Played a key role in increasing our turnover by 450% from 2009-2014• Implemented new systems for efficient management and distribution of stock• Conducted numerous seminars and training sessions for key customers• Awarded top distributor for 3M Abrasives 2011-12 and Traffic Safety Systems in 2010-11• Recognised as one of the Top 15 distributors in India for 3M.
Sven Genetech September 2008 - September 2009	Junior Biochemist <ul style="list-style-type: none">• Responsible for carrying out protein characterisation studies for recombinant protein G-CSF.	<ul style="list-style-type: none">• Successfully characterised and purified the protein.
Escube Enterprises June 2007 - August 2008	Business Development Executive: <ul style="list-style-type: none">• Driving sales and marketing activities for the company	<ul style="list-style-type: none">• Contributed to 100% growth for 3M in Andhra Pradesh• Identified as a key partner for 3M India• Best Dealer award for HINDALCO-NOVELIS for 2008 - 2009

EDUCATIONAL QUALIFICATIONS:

DEGREE	UNIVERSITY	PERIOD
M.Sc. Biotechnology	University of Madras	2001 – 2004
B.Sc. Life Sciences	Osmania University	2005 – 2007

REFERENCES:

- Mr. VNMS Trinath Kumar
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