

AVINASH SHARMA

Territory Manager – Sales & Marketing

CG Power & Industrial Solutions Limited (Formerly Crompton Greaves), Noida

Address: Achrya Niketan Marg, Mayur Vihar Phase -1, New Delhi – 110 091

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Career Objective

Enthusiastic by nature, I work with total dedication. I have a keen interest in the core sector. Self-motivated and highly ambitious are the two main keys that always help me unlock doors of success in any of my field. Learning new & forthcoming technologies also turns deep interest in me. I love Professional, Sleek, Elegant, Simple and Clean looks in any machine or even in circuit. Being totally dedicated towards work, I love to celebrate the weekend with a lot of joy and fun.

Professional Competencies

- B2B Sales & Marketing
- Tendering
- Business Development
- PSU, SEB, EPC, Contractor & Dealers
- Proficiency in SAP & MS OFFICE
- Influencing/Negotiation
- Execution & Planning
- Forecasting
- Team Management
- Vendor Management
- Relationship Building
- Liaisoning

Technical Skills

- 3 Weeks training in BHEL, Bhopal in 2014.
- Participated in 5th International Colloquium on Transmission Lines in GRIDTECH 2015 addressed by Dr. Konstanin, Chairman CIGRE.
- Training at Indira Gandhi Dam, Khandwa MP in 2014.
- SAP
- Proficiency in MS Excel

Summary

As a Sales & Marketing Executive am responsible for generating "new business". Experience in handling big packages from Tendering stage, Negotiation, Multiple, Interaction with Customers & Effectively handling Domestic Clients which covers PSUs, SEBs, EPCs, Dealers and Contractors.

Work Experience

1. CG Power & Industrial Solutions Limited (Formerly Crompton Greaves) [March 19, 2018 –Till Now]

Designation: **Executive – Sales & Marketing**

Field: Marketing & Sales & Business Development.

Duties & Responsibilities:-

- 1) Tendering, Sales, Marketing & Business Development for MV SWG & GIS.
- 2) Handling pre-sales activities, analysis of competitor's data, preparing proposals, working capital calculations, giving presentations and attending techno-commercial & negotiation meetings, Preparing MOU's to work back to back with the contractors, Changing technical specification & qualification criteria, follow up.
- 3) Successfully achieving top-line & bottom-line targets & establishing corporate strategies with key focus on organizational setup.
- 4) Costing & Estimation
- 5) Contract Planning & Management
- 6) Project Execution
- 7) Assisting in preparation of projected cash inflow report based on the sales plan.
- 8) Formulating Annual Business Plan

2. Toshiba Transmission & Distribution Systems (India) Private Limited [June 11, 2015 – March 12, 2018]

Designation: **Engineer – Marketing**

Field: Business Development, Marketing & Sales

Duties & Responsibilities:-

- 1) Business Development for Power & Distribution Transformers.
- 2) Contract Planning & Management
- 3) Techno-commercial negotiations, preparation & Finalization of Contract Documents.
- 4) Relationship building & liaisoning with Government officials & other potential clients.
- 5) Co-ordination with Factory

Educational Qualification

PG Transmission & Distribution (26 Weeks Course)		
01/2015-06/2015	Central Board of Irrigation & Power, Delhi	67.40%
B.Tech in Electrical & Electronics Engineering		
07/2010-05/2014	IES, IPS Academy, Indore, MP	72.10%
HSC		
2009-2010	SVM, Khachrod, Ujjain, MP	68.60%
SSC		
2007-2008	SVM, Khachrod, Ujjain, MP	82.40%

Accomplishment

- Won the first prize in technical quiz in college annual function 2012.
- Won the first prize in group discussion in college annual function 2013.

Personal Details

Father's Name : Mr. Pramod Kumar Sharma
Mother's Name : Mrs. Urmila Sharma
Nationality : Indian
Date of Birth : Oct 14, 1993
Marital Status : Unmarried
Permanent Address : Plot No. 13, Jaora Road, Khachrod – 456224 MP.

Declaration:

The truthfulness of the details furnished above is assured to the best of my knowledge and belief.



(Avinash Sharma)

Place: Delhi

Date : March 16, 2019