

Personal Details –

Name - Nikhil Sharma

DOB - 19-06-89

Gender - Male

Marital Status - Married

Current Address -

Flat No- 602, Tower- 04, La Residentia,

Techzone-04, Greater Noida west.

Disst. Gautam Budh Nagar.U.P

An ambitious professional with 6 plus year of experience in sales & business development.

PROFESSIONAL ATTRIBUTE:-

- 1. Company – M/s Raj Petro Specialities P. Ltd. – A Brenntag Group Company.**
Designation – Sales Executive
Location - Delhi
Tenure – 16th February 2017 to Till Date.

The Company is renowned in providing its unique product mix, tapping different segments of the Indian and International markets from Transformer Oils, White Oils, Petroleum Jelly, Process Oils, Anti Ozone Waxes, Industrial and Automotive Lubricants to many more high-end speciality offerings. The segments it operates in – be it Power, Pharma, Food, Personal Care, Rubber, Industrial or Automotive.

Duties & Responsibilities –

- Conducting market research to identify selling possibilities and evaluate customer needs.
- Actively seeking out new sales opportunity through cold calling, networking and social media.
- Setting up meetings with potential clients and understand their requirements.
- Prepare and deliver appropriate presentations on products/ services.
- Create frequent sales related reports.
- Coordinate with internal teams to ensure timely delivery of the Order to the Customer.
- Consult with clients after sales to resolve problems and to providing ongoing support.
- Follow-up with customers for collection of dues and maintain a healthy order pipe-line.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deal and handle complaints or objections.
- Collaborate with team to achieve better result.

- 2. Company Name – M/s Indian Aerosols Pvt. Ltd. – Industrial Paints**
Location- Delhi.
Tenure – June 2015 to 13 February 2017.

The Delhi based company renowned in providing lab tested accuracy of matching of spray paints for OEM Industries and their vendors in Automotive, Rubber and Electrical Industries.

Duties & Responsibilities –

- Handling key Account (Automobile Manufacturer giants and their vendors) of the company for maintaining revenue generation by selling Aerosol Paints.
- Responsible for business development in given region comprising of Delhi – NCR & Punjab.
- Providing Technical help and solutions for customer problems.
- Organizing trials for new product development at customer end to choose the right product.
- Achieving the targeted growth of developments.
- Exploring new business by generating new prospective customer list and monitoring it for development.

Achievement –

- Developed new product for various customer after conducting the successful trials at customer end like Hero Motors, Bhushan Steel, Bharat Electronics, Havels, Honda Motors, Escorts, Yamaha etc.
- Achieved reasonable growth with new developments.
- Created brand visibility and goodwill at industry forums and tech societies.
- Worked as in cross functional manner with Finance, Logistics, Technology, Tech services in order to get the best value addition for the customer.
- Monitoring of day to day sales activity of team members and their target achievements.
- Providing individual and teams working analysis of whole week to senior management in meeting.

3. Company Name – M/s Indiabulls Securities Limited.

Designation – Relationship Manager

Location – Mumbai.

Tenure – April 2012 to January 2015.

Duties & Responsibilities –

- Managing equity portfolio account of the customer and to generate brokerage for the company by providing trade and trade call to the customers.
- Also have to cross sell the real-estate properties of the India Bulls Ltd. Around the Mumbai.
- Also have to arrange the events for sale promotions and awareness in the market by appearing activities in the groups like- ONGC, Bharat Electronics, corporate offices like- HCL Ltd., JP Morgans, etc.
- Launching of scheme in our territory.
- Creating an influencer network to achieve edge over competition.

QUALIFICATIONS

<u>Education</u>	<u>College</u>	<u>Year of Passing</u>
PGDM- BFM (Banking & Finance)	Pillai Institute of Management Studies & Research- Mumbai.	2012
BBA (Bachelor in Business Admins)	Institute of Management & Research	2009

ABILITY AND SKILLS

- To develop clear goals and to monitor and adjust priorities, plan action as necessary.
- Interpersonal communication skills, mature negotiation and problem solving skills.
- Work collaboratively with colleagues to achieve organizational goal.
- Always dream of growing faster and reaching higher through a clear vision and dedication.

Declaration – I hereby declare that the information above is true to the best of my knowledge.

Name- Nikhil Sharma

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