CURRICULAM VITAE

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**Career Objective:**

Desire assignment with an organization that will offer me opportunities of growth & learning in a challenging & supportive work environment, where I can leverage my present skills while adding skills, required by the organization.

**Summary of Skills & Experience**

**•Experience:** Over 18 Years.

•**Key Skills: National &** International marketing, and Communication.

•**Area of Specialization:** Domestic as well as International sale.

•**Functional Area:** Domestic / International Marketing.

**Good and rich experience in development of new markets and new product launches to** increase the business and managing overall logistics to ensure timely delivery of the consignment of the finish goods.

**Individually activate USA and Middle East Market for company business recorded remarkable increase in sale from 35 CR to 85 cr which is more than 100% in 5 years also handle 48 destination in Europe through Super distribute and Dealers .**

**Very strong in Dealer Network building successfully handle strong dealer Network of 48 dealers Internationally and over 56 Branches and more than 150 dealers and sub dealers with the assistance of 50 members strong team.**

**Country Visited:**

**China, UK, USA, Germany, Sri Lanka, Egypt, UAE.**

**Educational Qualification**

1. PG Diploma (import/export materials)
2. BSc with PCM group

**Date of Birth**: Dec 19, 1971

**Work Experience:**

1. M/S Poddar Tyres Ltd Since from Feb 2015
2. ***M/S. Lamed health care Pvt Ltd 2014 As Sales Manager Domestic.***
3. *M/s SujuImpexPvt Ltd As G Manager Exports From 2012 to JAN 2014*
4. M/S. Govind Rubber Ltd as GM Export from April 2007 Dec 2011.
5. **M/S. JCBL Ltd DY Manager Materials from March, 2005 to May 2007.**
6. M/S. poly Medicare ltd DY Manager Materials from April 2004 to March 2005.
7. M/S. SIMPLEX ENGG. GROUP as Manager Materials from July 2002 to 2004.
8. M/s.Sunvisor India Pvt.LTD, Gurgaon, asAstt Manager Materials from 1997 to 2002.
9. M/s. AnsonMultitech (I) LTD – as Management Trainee from 1994 to 1997.

1} *At Present working with M/S. Poddar TyresLtd Manager Export Marketing since from Feb 2015*

As a M**anager Export / Domestic OEM**: **Key Person** in M/S Poddar Tyres Ltd for the Export to European, USA, middle East and North American market and OEM’s for the turnover of 115 cr / annum. Responsible for increase the business, and control overall logistics for international buyers to reach the finish goods well in time. Regular communication and follow-up between the various suppliers across the globe as a part of International marketing to increase the export turnover of the organization Maintain a bridge between planning & production departments based upon the export order in hand according to their respective date for stuffing to ensure the timely delivery of export containers.

2 **Worked *with M/S. La Med Health Care Pvt Ltd NSM Marketing from Jan 2014to Feb 2015.***

**Job Profile:**

Activates new area in domestic market for existing Health care disposable Business and explore the exposure for new product line. Headed almost 50 sales person including ZSM / area sales managers and executives along with almost 100 plus dealers and sub dealers to increase and hold present business.

Key feature:

Travel all over India to create dealers and sub dealers in domestic market and made a selective strategy to start with few potential markets for our products. And activate new area of our product range presence. Along the side I worked and traveled thoroughly, to sustain present dealer network across India to promote our product range in domestic market.

**3} Worked With M/s SujuImpexPvt Ltd As G Manager Export from 2012 TO Jan 2014**

Job Profile

Activate new product line for kid bike section for domestic as well as for export market.

**4} *Worked with M/S. Govind Rubber Ltd as Sr. Manager Export from April 2007 to 2011***

M/S Govind Rubber Ltd is part of **SiyaramPoddar Group** with total group turnover of Rs. 2000 crore.Govind Rubber is a leading Bicycle & Automotive tire-manufacturing company with turnover of Rs. 600 Cr. (3000 million) producing 24 million tires annually. Appx.40% of total production is exporting to European market under the brand name **TRAX**.

**Job Profile:**

As aG. M**anager Export / Domestic**: **Key Person** in M/S Govind Rubber Ltd for the Export to European, USA, middle East and North American market for the turnover of 65 crore / annum.( 650 million)Responsible to increase the business, and controlling overall logistics of international buyers to reach the finish goods well in time. Regular communication and follow-up between the various suppliers across the globe as a part of International marketing to increase the export turnover of the organization Maintain a bridge between planning & production departments based upon the export order in hand according to their respective date for stuffing to ensure the timely delivery of export containers.

**Special Feature:**

**After Handling Europe Business at different destinations through our main supplier and successfully sustainpresent business as well as mark able increase of 30% in 2 years company assign me a task to activate USA market .Individually activate UAS market for company and secure 2 Tube container per month to customers at New York, Miami, and California. Individually headed the export of value 85 cr ( which was only 35 cr when I join export dep’t )out of total 160 Cr which is remarkable increase of more than 100% in 5 years of more the**

**Overseas visits on record from GRL:**

**a) China**

**b) Europe**

**C) U.S.A 10 years Valid visa available**

**d) Egypt**

**e) UAE**

**f) Sri Lanka**

**a) China visit**

Participated in **the China International Bicycle and motor show held in April every year Shanghai (China)** to create new contacts and explore new markets.

**b) Europe Visit:**

During **Europe Visit** (Derby & Manchester), Locked three commercial deals with different customers belongs to Holland, Poland and UK.

**c) U.S.A Visit**

After evaluating my contribution in European market, company assigned me a responsibility to develop the USA market for our products and to participate in **Inter Bike show at Las Vegas (USA)**, to developed new potential contacts & customer’s.

After that I visit to USA alone to meet customer at Miami, California and N J to make new contacts and strengthen the relation with existed customers.

**Egypt**

Introduce Our Bicycle Tires & Tubes of B quality.

**UAE**

Introduces our Bicycle products

**Sri Lanka**

Explore the possibilities of Joint Marketing of Bicycles with DSI Group of companies.

**5} *M/S. JCBL Ltd DY Manager Materials from March, 2005 to May 2007.***

JCBL is the first ISO 9001 certified company in the country confirming to the stringent quality standards for manufacturing of bus bodies, cargo boxes, seats, and suspension.

* The total capital outlay of the company is over Rs.250 million.

**Job Profile:**

JCBL has group purchase system total purchase is on base of purchaser / chaser groups. As a Group leader, I was responsible for vendor development, negotiations, and procurement of our group material with independent charge and reporting to Sr. GM (Materials).Handling all ferrous (steel, steel tubes etc.), electrical, consumable, paint, boards etc. Total purchase handling was worth about Rs. 3.5 Crore/ month.

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**6} M/S. poly Medicare ltd DY Manager Materials from April 2004 to March 2005.**

Company is the main supplier’s &exporters of health care disposable products in India and different part of globe.

Had market share 35% in domestic market and also have mark able presence in European market. Has ISO 9002 certificate with turnover of around Rs. 175 cr/ annum.

**Job Profile:**

Looking after all the operations in export material dispatch.

Looking after all the imported material as well as export dispatches also. Follow up with customer for regular supplies on time.

Controlling the main material store by coordinating with the team of subordinates. Coordinating with Incoming, Semi finish, Q.C and Finished store.

Overall responsibility exports dispatches.

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**7} M/S.SIMPLEX ENGG. GROUP as Manager Materials from 2002 to 2004.**

Simplex group has manufacturing base at Bhili for Castings, Forging and Fabrication. Simplex is an Auto Engineering manufacturing group with their three Engg units and two Casting units. All three Eng. units are ISO 9002.Simplex is in field of Heavy Auto Machinery manufacturing like Ex-aviator, Pick –n- carry cranes, Road Roller, Mobile drilling Machines etc.

Job Profile:

**Contribution to company in terms of Marketing:**

1. Assessment of markets for forth coming seasons for future sales.
2. Generating the requirements from ground level i.e. from various parties and maturing the cases through various channels up to final stage.
3. Making and presenting the presentation for buyers.
4. Also handled import/export license from DGFT/CLA.

**8} M/s. Sun visor India Pvt. LTD, Gurgaon, as Astt Manager Materials from 1997 to 2002. (July)**

1. Sun visor India is the main supplier of sun visors for **Maruti, Ford Daewoo & Tata** etc. It is a technical company committed to customer satisfaction through cost-effective quality. Sun visor India is a QS 9000 company.

Current salary: Rs.14 lakh/Annum (.5% as sale incentive) along with Company Car with expense.

Expected: Negotiable

Anil Kumar Sharma