



Lalit Sharma

Regional Sales Manager

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Multi-faceted Regional Sales Manager promoting excellent record of meeting company-defined quotas through exceptional sales strategy. Mentors employees to develop top-performing team members. 5 years progressive career background combined with dedication to corporate growth and development.



Skills

● Business development and planning	●●●●●	Very Good
● Sales initiatives and techniques	●●●●●	Very Good
● Profit and loss understanding	●●●●●	Very Good
● Goal Setting	●●●●●	Very Good
● Systems and software programs	●●●●●	Good
● Staff coordination	●●●●●	Very Good
● Operations	●●●●●	Very Good
● Product and service sales	●●●●●	Very Good
● Goals and performance	●●●●●	Very Good
● Product demonstrations	●●●●●	Very Good
● Sales expertise	●●●●●	Very Good
● Business administration	●●●●●	Good
● Account development	●●●●●	Good



Work History

2022-06 - Current

Regional Sales Manager

Chipster Technologies, New Delhi

- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.
- Exceeded targets by building, directing and motivating high-performing sales team.
- Developed sales strategy based on research of consumer buying trends and market conditions.
- Created robust sales plans and set territory quotas.
- Achieved regional sales objectives by coordinating sales team, developing successful strategies and servicing accounts to strengthen business relationships.
- Met with each sales representative on monthly basis to answer questions, resolve issues and identify new strategies.
- Held regular performance evaluations to assess strengths and weaknesses of team members and provide counseling to improve outcomes
- Evaluated costs against expected market price points and set structures to achieve profit targets.
- Boosted market share by establishing sales and distribution channels, developing new products and solidifying sales partnerships.
- Finalized sales contracts with high-value customers.
- Participated in sales calls with direct reports to strengthen customer relationships and uncover possible opportunities for growth.
- Executed successful promotional events and trade shows.
- Introduced cost-saving initiatives to reduce losses and increase profit margin.
- Contacted key accounts regularly and achieved high satisfaction scores by routinely re-assessing needs and resolving conflicts.
- Collaborated with senior executives to evaluate performance in regional area and develop strategies to expand revenue generation.
- Modeled strong negotiation skills to help team members close tough deals with lucrative clients.

2020-12 - 2022-05

Sales Engineer

ZIEHL ABEGG INDIA Private Limited, NEW DELHI

- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Managed technical integration, systems engineering program management, customer support and program management.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Analyzed market trends, competitor performance and product strengths.
- Suggested ideas for product evolution and new product variants.
- Recommended changes, improvements or enhancements in products to product development team based on customer feedback.
- Liaised with assigned accounts to foster relationship development.
- Provided input for overall bookings forecasts for assigned accounts.

2018-07 - 2018-11

- Submitted booking forecasts, monthly highlights and CRM entries.
- Developed and implemented pursuit plans for opportunities within assigned key accounts.
- Designed and delivered product training for clients.

Senior Executive

Sandhar Technologies Limited, Campaign Management, Gurugram

- Enabled revenue generation by pursuing partnerships, sourcing funding and capitalizing on market opportunities.
- Aligned organizational objectives with company mission to increase business growth and integrate work strategies.
- Identified issues with production, workforce and material sourcing and implemented successful solutions.
- Spearheaded cross-functional initiatives across departments to achieve business goals for bottom-line profits.
- Resolved issues and recommended actions based on production and compliance reports.

2017-07 - 2018-07

sales support, Master Trainee Engineer

Sandhar Technologies Limited, Gurugram

- Learned and frequently used multiple sales systems to investigate, track and correct customers' issues.
- Developed working knowledge of CRM to effectively track sales leads and activities.
- Supported industry sales team by preparing proposals and benchmarking reports.
- Helped cultivate and maintain business relationships by professionally handling partner and customer needs.
- Provided best-in-class real-time sales support for customers while leading by example for sales team members.
- Completed monthly sales reports to highlight trends and help with team strategizing.
- Assisted customers with sales needs such as inventory and shipping questions.
- Collaborated with vendor development and support staff to resolve various issues impacting sales activities.
- Documented customer complaints and completed corrective action requests.
- Received and organized vendors samples for use by sales team.
- Coordinated responses and resources to handle special client requests.
- Contributed to development of software programs and tools focused on enabling sales team to communicate and operate more efficiently.



Education

2015-07 - 2017-07

M.Tech: Automobile Engineering

Amity University - Noida

2012-08 - 2016-07

B.Tech: Mechanical Engineering

Amity University - Noida

2011-03 - 2012-03

Senior Secondary Certificate

Vandana International School - Dwarka , New Delhi

High School Diploma
Vandana International School - Dwarka ,New Delhi



Accomplishments

- ASDC Certified as Quality Incharge Level 5
- Accomplishments
- Industrial Training:
 - Company Name: Sandhar Technologies Limited
 - Duration: 06 months
 - Specialization: Sales
- Industrial Training:
 - Company Name: Bharat Gears Limited
 - Duration: 08 weeks
 - Specialization: Automobile
- Industrial Training:
 - Company Name: Northern Indian Railways
 - Duration: 04 weeks
 - Specialization: Automobile



Languages

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|---------|---|
| English | <div><div></div><div></div><div></div><div></div><div></div></div> <div>Very Good</div> |
| Hindi | <div><div></div><div></div><div></div><div></div><div></div></div> <div>Very Good</div> |
| German | <div><div></div><div></div><div></div><div></div><div></div></div> <div>Good</div> |