**CURRUICULAM VITAE**

# AMIT SHARMA

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Present Address: D-103 Shastri Nagar Meerut U.P

**Career Objective**

To achieve a challenging position in a professional organization in the field of sales & marketing & teaching management where I can enhance my skills and strengths in conjunction with organizational goals and objective with the help of team work and commitment at all levels.

**Summary**

Fifteen years of accumulated work experience in New Product Launch, Business Development, Business Analysis, Sales and Building Retail Network.

* Product Planning & Management.
* Business Forecasting & Achievement.
* Aggressive working with the combination of Men Management and Multi Branded Outlets.
* Relationship Management vis-à-vis Business Management.
* Meet all deadlines of reporting schedules with information accuracy**.**

**Arihant Publication India Limited Business Analysis -Business Development &Sales**

**Operations, Market Development & Sales**

* Developing Retail Chains and improving Distribution network Pan India
* All Reporting responsibilities
* Daily working and monitoring responsibilities of the Team
* Business Development & Sales
* All operational Issues
* Support for all data collection

**Business Analysis (Pan India)**

* Developments of sales review process.
* Development of Forecast Vs Achievement tracking process.
* Prompt & Intelligent focus on competition Activity towards market share & analysis according to forecast of sales team.
* Monitoring Sales reports & Analysis.

Worked as Head Business Development & Sales School Division from Feb 2015 till June 2017.

**MTS**

**Business Mgmt- Enterprise Sales, Retail Mgmt & DST Management**

* Sales in small , Medium Enterprises & HNI Segments
* DSA,DST & Retail Management
* Prompt & Intelligent focus on competition Activity towards market share.
* Handling Data card business for Agra Zone (Postpaid & Prepaid )

Worked as “Lead Sales” from “May 2012 to till Jan 2015

**Tata Tata Teleservices (Tata Docomo) Enterprise Sales & Channel Management**

* Sales in small , Medium Enterprises & HNI Segments
* DSA, ISP & Retail Management
* Handled Data card business for Meerut Zone (Postpaid)

 Worked as “Deputy Manager” from “Dec 2008 to till April 2012.

**Vodafone Essar Digilink Ltd. Business Mgmt- Enterprise Sales**

* Sales in small & Medium Enterprises.
* Revenue management of small and medium Enterprise & Retail Outlets
* Churn & Retention Management
* Relationship management to Develop or maintain good center base.
* Prompt & Intelligent focus on competition Activity towards market share.

Worked as “Relationship Manager” Varanasi Voice Business Post Paid from “Oct 2007 to Dec 2008”

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**ICICI Bank Limited. Business Mgmt- Enterprise Sales**

* Portfolio management for small & Medium Enterprises.
* Top Line Revenue Management.
* Prompt & Intelligent focus on competition Activity towards market share.

Worked as “Solution Manager” Delhi from “Oct 2006 to Sept 2007

**Tally India Pvt. Ltd. Business Mgmt - Channel Sales**

* Retail Business development through Retailing, Product planning, Display & Branding.
* Monitoring and controlling Retail Sales of dealers to achieve predefined primary /secondary business plan to a whole product range.
* New product launch in designed territory.
* To train, motivate, and manage Distributors and dealers sales team to achieve desired goal.

Worked as Sr Executive Software Services Group Punjab, Harayana, Chandigarh, Himachal Pradesh & J&K from “Dec 2004 to Aug 2006”.

**Reliance Infocomm Ltd Business Mgmt- Enterprise & Channel Sales**

* Managing corporate sales of postpaid & wire line products and responsible for achieving sales target assign to me and developing distribution network.
* Network with channel partners to promote and increase sales of Reliance India Mobile & wire line products.

Worked as Marketing Executive Delhi (Post Paid) from “Dec 2002 to Nov 2004”.

**Professional Qualification**

**MASTER IN BUSSINESS ADMISTRATION (MBA) from APEEJAY INSTITUTE OF TECHNOLOGY, GREATER NOIDA affiliated to U. P Technical University Lucknow from 2000 –2002**

Specialization

* Marketing
* Information Technology

Computer Acquaintance

* Advance Diploma in Software Application (2.6 Years).

**Academic Qualification**

* B.A (Eco) Lucknow University 1996-1999
* Senior Secondary Education (Science) C.B.S.E, Guwahati, 1995

**Personal Details**

Date of Birth : 7th Nov, 1977
Father's Name : Late Mr. S. N. Sharma
Marital Status : Married
Languages Known : Hindi, English, Bengali, and Assamies.
Nationality : Indian

**Reference -- Mr.Sanjay Kaul**Head Business Development – SAP Managed Services.
India Subcontinent **SAP India Pvt Ltd** Mobile: 9739986629