

RAVI SHARMA

E-mail: sharmaravi.asm@gmail.com

Mobile No: +91 9456-084-290

DEMONSTRATED COMPETENCIES

- An astute professional with 18 months of post-PGDM experience in Sales, BD, Operations & Channel management
- First hand exposure in new channel appointment, Sales strategy and Dealer management

CAREER HIGHLIGHTS

Manager E-Commerce

4moles, New Delhi

April 19

- Achieving monthly sales targets in all the product categories and managing channel sales.
- Responsible for B2B and B2C sales enhancement through existing and new clients.
- Handling 4moles E- Commerce website and managing Golf events.
- Responsible for driving marketing campaigns for E- Commerce website as well as Point of sale.
- Managing logistics of E-Commerce business.
- Handling all queries of dealers and customers related to product.

Territory Sales Supervisor

MRF Limited, Kota

Jul 17 – Feb 18

- Scouting & appointing new dealers in the designated territory to increase the penetration in the market.
- Sales number & revenue responsibility for HCV/LCV/SCV/PCR/Farm/OTR segments in the assigned territory.
- Responsible for revenue enhancement initiatives & campaigns with existing & new customers.
- Managing key B2B accounts and maintaining long term customer relationships.
- Identifying the customers for all the verticals, offering them with customized solutions as per their requirements.
- Management of existing dealer network by taking orders, fund follow-up and dealer up gradation.
- Handling of the all queries of dealers and customers regarding product issues.

Summer Intern (BD & Alliances)

Easyfix Handy Solutions, Gurgaon

Apr 16 – Jun 16

- Onboarding various service providers for rendering services under our brand
- Acquiring B2B clientele where we could bundle our services with their product portfolio
- Responsible for alliances & partnerships with MBO's in electronics, Paints, Sanitary ware & Furniture

EDUCATION

Post Graduate Diploma in Management	Apeejay School of Management	2017
Bachelor of Commerce (Hons.)	M.J.P Rohilkhand University	2015

KEY PROFESSIONAL TRAITS

- Result oriented individual with strong analytical, decision making & interpersonal skills
- A diligent team player with strong problem-solving skills, sharpened communication & negotiation skills

EXTRA CURRICULARS ACTIVITIES

- Stood 1st in Business plan presentation at Apeejay School of Management, New Delhi.
- Coordinated in Cultural annual fest “Synergy” held at Apeejay School of Management, New Delhi.
- Participated in NEDC Entrepreneurship & Skill Development Program.
- Participated in Business Analytics workshop organized by ScholarsPro.