

curriculum vitae

MANISH KUMAR SHARMA

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CHANNEL SALES & MARKETING PROFESSIONAL

Seeking challenging assignments in an organization of repute which provides me avenues for professional learning and makes good use of my technical skills and encourages individual growth

PROFILE

⇒ 13+ years of experience in Channel Sales and Business Leadership. My specialization includes Relationship Management, Brand Promotion, Business Acquisition, operations, New market penetration, Market research, Product management, Team leadership and Marketing solutions.

My forte includes:

- ⇒ Extensive industry specific knowledge, competence to prospect, identify and qualify new business opportunities as well as new client acquisition leading to revenue generation for the company
- ⇒ Creatively developing and executing innovative business development plans and strategies by consolidating and improving the service experience of the organization.

PROFESSIONAL EXPERIENCE

Hindustan Buildcare (Pavikrete)

NOV 2017 To Till Date

Regional Sales Manager (North)

Company Profile- Manufacturing of Construction chemical, Grouting, Bonding Agents, Tile Care Range products , Wall Putty etc .

- ⇒ Looking after North India Business Handling a reporting of Six sales person.
- ⇒ Implemented effective strategies and held presentations to promote the company brand image and created awareness among the customers and various forums including Dealers, Construction Companies, Builders.
- ⇒ Enhance business for the organization and carry out seamless sales activities to achieve the assigned targets
- ⇒ Develop market for the product by exploring avenues for new applications to meet the market demands in addition to regular sales and collections.

Ardex Endura (India) Pvt LTD. (Delhi Branch)

SEP 2014 To October 2017

A.S.M.

Company Profile- Manufacturing of construction chemical, Grouting, Bonding Agents, Sealants, Water Proofing products commercial flooring & concrete Repair products etc.

- ⇒ Looking after Ardex Endura Business, Handling a reporting of two executive.
- ⇒ Identify and work with strong / cost-effective and reliable network of external associates and establish strategic alliances to facilitate deeper market penetration thereby enhanced sales.
- ⇒ Implemented effective strategies and held presentations to promote the company brand image and created awareness among the customers and various forums.
- ⇒ Develop market for the product by exploring avenues for new applications to meet the market demands in addition to regular sales and collections.

Dubond Product (India) Pvt. Ltd (Delhi/NCR & West UP)

May 2012- September 2014

A.S.M

Company Profile- Manufacturing of construction chemical, Grouting Bonding Agents, Sealants, Water Proofing products, Bonding Agents Wall Putty & wall care Products etc.

- ⇒ Develop market for the product by exploring avenues for new applications to meet the market demands in addition to regular sales and collections.
- ⇒ Implemented effective strategies and held presentations to promote the company brand image and created awareness among the customers.
- ⇒ Identify and work with strong / cost-effective and reliable network of external associates and establish strategic alliances to facilitate deeper market penetration thereby enhanced sales.
- ⇒ Enhance business for the organization and carry out seamless sales activities to achieve the assigned targets
- ⇒ Identify and work with strong / cost-effective and reliable network of external associates and establish strategic alliances to facilitate deeper market penetration thereby enhanced sales.
- ⇒ inventory levels of sales partners.

Decolight Ceramics Ltd (Delhi)

June 2005 to April 2012

A.S.M

Company Profile- Manufacturing of Vitrified tiles, Ceramic Tiles, Wall Tiles

- ⇒ Build concepts of Channel sales network
- ⇒ Meeting with the builders, arch& project head& corporate, exploring business prospectus& co-coordinating with them for their upcoming projects.
- ⇒
- ⇒ Assessment & appointment to right dealer & Distributors after screening, activating low performing dealer and unlocking certain key counter etc.

ACADEMIC

MASTER OF BUSINESS ADMINISTRATION IN MARKETING, 2005

SRM University Delhi NCR Campus

MASTER'S DEGREE IN BUSINESS ADMINISTRATION, 2003

Dr. B.R.A.University Agra

BACHELOR DEGREE IN COMMERCE, 2001

Dr. B.R.A.University Agra

HIGHER SECONDARY CERTIFICATION, 1998

U.P. Board Allahabad

SENIOR SECONDARY CERTIFICATION, 1996

U.P. Board Allahabad

COMPUTER PROFICIENCY

Windows XP/2003/2000/98/95

MS Word, MS Excel, MS PowerPoint and Internet Applications

Date of Birth: 5th Jan 1983

Language Known: English and Hindi

Marital Status- Married

References: Available on Request

Passport: Available