

# **CURRICULUM VITAE**

## **BHUPESH SHARMA**

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## **Objective**

To use my experience and skills, for the development of organization and myself and also to establish myself as the best worker in growth and Prosperity.

## **Skills**

- Ambitious and highly motivated to meet the demands of the job.
- Excellent skills in sales and business development.
- Able to identify and develop new business opportunities.
- Good time management skills.
- Able to work under pressure and with no supervision at all.
- Great troubleshooting and problem-solving skills.

## **Professional Experience**

**Company**-Sales Associate in Experience saga (A unit of One day Millionaire) Surprise Planning Company, from 19 Nov 2018 to 30 June 2020

## **Roles and Responsibilities**

- Answer calls from customers inquiring about products and services offered by clients.
- Place sales calls to prospective customers or previous customers.
- Prepare sales reports containing customer information related to which products and services they purchased.
- Input all customer information into computer system keeping confidentiality in mind at all times.
- Assist in the training of new Sales Associate.

## **Achievements**

- Successfully achieved targets within the set deadlines.
- Got First Employee of the month September 2019

**Company:** Customer Executive in Berger Paint India Ltd, second Largest Paint Company in the country, from 28 July 2020 to till Date.

## **Roles and Responsibilities**

- Handled secondary sales of Berger Paints India Ltd.
- CRM sites conversion, Supervision, up selling and cross selling.
- Strategically align with the end customer need, deliver them services and expand the relationship.
- Generate new business through cold calls.
- Meeting with dealers and painter's to update about new scheme and products.
- Visiting competition dealers and try to convert them by Pitching company product and services.

## **Education**

### **B.S Anangpuria Institute of Technology and Management ,Faridabad**

B.Tech(ECE)

2015-2018

### **C.D.L.GOV.TECHNICAL,SIRSA**

Diploma(ECE)

2012-2015

### **C.R.MODERN.HIGH.SCHOOL,FARIDABAD**

Matriculation(10<sup>th</sup>)

2011

## **Declaration**

I hereby declare that all the information furnished above are true & correct to the best of my knowledge & belief.

**Place: Ballabgarh**

**BHUPESH SHARMA**

