

CURRICULUM VITAE

Sharad Yadav

Mob: 08878629954

E-mail: sharad.yadav20@gmail.com

Career Objective:

Seeking a position **for utilizing my skills and abilities** by performing best of my abilities to put 100% in the industry that offers security and **professional growth** while being resourceful, innovative and flexible.

Key Professional Skills:-

- Able to build strong network in market.
- Business Development Through new market/ identifying new customers and exploring the potential of existing customers.
- After sales service: To enhance the loyalty of customers towards products, ensure the after sales support.
- Launch awareness campaign to educate customers about new products and consult them as per their requirement.
- Good customer base in Sales of Personal protective equipment's preferred. Should have good customer contacts in Construction, Manufacturing and Knowledge on Fall Protection and PPEs like Safety Helmets, Safety Shoes etc would be preferred.
- Searching for new clients who could benefit from your products in a designated region

Work Experience:-

- **SUPERHOUSE LIMITED(NORTH)** (Nov 2019 to till now)
TERITORY MANAGER
Key Responsibilities

- ❖ Responsible for improving revenue and developing sales methods for a geographical area.
- ❖ Devise effective territory sales and marketing strategies.
- ❖ Meet with customers to address concerns and provide solutions.
- ❖ Discover sales opportunities through consumer research.
- ❖ Participate in industry or promotional events (e.g. trade shows) to cultivate.

- **KARAM INDUSTRIES (UTTARAKHAND)** (July 2014 to Nov 2019)
SENIOR BUSINESS ASSOCIATE
Key Responsibilities

- ❖ Responsible for entire scope of Sales and Marketing.
- ❖ Responsible for inquiry generating and accompanying directors in crucial negotiation.
- ❖ Focus on industrial and commercial sector.
- ❖ Performance and result oriented work is expected.
- ❖ Co-ordination between Vendors, Customers and project related personnel.

- **EURO DECOR PVT. LTD. (RAIGARH)** (Nov 2011 to Jun 2014)
BUSINESS DEVELOPMENT EXECUTIVE
Key Responsibilities

- ❖ To manage channel & project network/sales of the branch/location in the assigned territory.
- ❖ Manage Channel Partners, Influencers & Organization Structure and Sizing.
- ❖ Co-ordinate for Processing of Orders & Co-ordinate for Complaint Handling.
- ❖ Support POP Material Distribution; manage Leads & Provide Information for databases and MIS.

- **SHIVAM TATA MOTORS (RAIGARH)** (July 2010 to Oct 2011)
SENIOR SALES EXECUTIVE
Key Responsibilities

- ❖ Responsible for highlighting features, gathering information, inspecting automobiles, comparing and contrasting competitive models and demonstrates vehicle operations.
- ❖ Negotiating price; asking sales; completing sales or purchase contracts; closing sales by overcoming objections; explaining provisions and financing; delivering automobiles.
- ❖ Demonstrating automobiles by explaining capabilities, characteristics and features; explaining services and warranties; taking drives.

Educational Qualifications:

- Masters in Business Management from Bharati Vidya Peeth University [2008-10]
- Bachelor of Science (Mathematics) from CSJM University [2007]
- Higher Secondary Certificate from U.P Board [2003]
- Senior Secondary Certificate from CBSE [2001]

Professional Project:-

Organization : ANGEL BROKING LTD.

Project Title : Market Research & Analysis

Description : i) Meeting with potential customers (Generated lead)

ii) Tell calling for getting appointment

iii) Increase the sales of company financial products

Academic Project:-

Project Title : Completed 1 month project in **Comparative Analysis between HERO HONDA & BAJAJ in 150cc range**

Description : Customer buying behavior and affecting factors between **HERO HONDA & BAJAJ in 150cc range.**

Awards and Extra-Curricular Activities:-

- Attended certification course of **SAP B1** from **AMPLIFY MINDWARE**
- Organize Industrial Visit for college. (**Company: Cummins India Ltd., Ishanya Specialty Mall**)

Personal Information

Father's Name : Mr. Nirmal Singh Yadav
Mother's Name : Mrs. Meena Yadav
Date of Birth : 20/09/1986
Languages Know : English & Hindi
Permanent address : New Colony Shivpuri Bholepur Fatehgarh, Farrukhabad.(U.P).
Pin 209601

Declaration

I solemnly declare that all the entries in the above resume are true and correct to the best of my knowledge.

Date:

Place:

SHARAD YADAV