



# Indrajeet Gangaprasad Sharma

## Senior Business Development Manager

### My Contact

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📍 Rameshawardham-A, Saibaba Nagar, Bhayander (East), Thane-401105

### Hard Skill

- ♦ Sales And Marketing
- ♦ Channel Sales
- ♦ Institutional Sales
- ♦ Social Media Marketing
- ♦ Corporate Sales

### Soft Skill

- ♦ Observation
- ♦ Decision making
- ♦ Communication
- ♦ Multi-tasking

### Education Background

- Automobile Engineering (B.E) Pune University  
Completed in 2014
- S.N. Collage of Arts ,Commerce And Science  
MAharastra Board  
Completed in 2010
- Bharatiya Vidyalyay  
Maharastra Board  
Completed in 2008

### About Me

- ♦ I am 2014 Pass Out Automobile Engineer from Pune university.
- ♦ I working with different Company and Sector having vast knowledge of sales and Marketing and able to implement different Strategies.
- ♦ Which leads to Increase sales and ultimately grow business .

### Professional Experience

- ♦ **Kostech The New Edge Technology For Health from 04-01- 2021 to 07-10-2023. As Senior Business Development Manager (Sr.BDM).**

Key responsibilities:

- ♦ As a Business Development Manager (BDM) I am responsible for driving business growth within a company.
- ♦ Develop a network of contacts to attract new clients.
- ♦ Do Institutional and Channel Sells in Assigned Territory.
- ♦ Research new market opportunities and oversee growth projects, making sales projections and forecasting revenue, in line with projected income.
- ♦ I have to create development plans and forecasting sales targets and
- ♦ Identifying market opportunities through meeting, networking and other channels.
- ♦ Meeting existing and potential clients and building positive relationships.
- ♦ Liaising with colleagues to develop sales and marketing strategies
- ♦ Preparing financial projections and sales targets.
- ♦ Attending events such as exhibitions and conferences.
- ♦ Preparing sales presentations and participating in sales meeting.
- ♦ Producing reports for management.
- ♦ Training business developers and sales colleagues.
- ♦ Working in a client's business or in an office
- ♦ Do Social Media Marketing through Facebook and Instagram.

- ♦ **INDIAMART INTERMESH LTD**
- ♦ 08-12-2018 to 04-11-2020. As a ASSISTANT MANAGER
- ♦ **SHIVAM AUTOZONE INDIA PVT. LTD. (MARUTI SUZUKI- NEXA)**
- ♦ 01-AUG-2017 to 01-NOV-2018. As a CORPORATE RELATIONSHIP MANAGER.
- ♦ **ASHTAVINAYAK AUTO PVT. LTD**
- ♦ 23-SEP-2014 to 20-July-2017. as a SALES CONSULTANT.

## Achievements

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- ♦ 04-01-2021 - 01-01-2023
- ♦ Increased Sales Form 25% to 65%
- ♦ Succsesfully Implemented Sales and marketing Strategies
- ♦ Key Client Added like
- ♦ Twacha Ayurweda
- ♦ Dr.Batras
- ♦ Manavta Hospital
- ♦ IICAN Institute of Cosmetology
- ♦ Shape and Glow Academy
- ♦ SD Cosmetic Care
- ♦ etc

## Declaration

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I hereby declare that all the information furnished above is true to best of my knowledge. Interested in doing job in India & Abroad.

DATE :

PLACE:

INDRAJEET GANGAPRASAD SHARMA