



Indrajeet Gangaprasad Sharma

Senior Business Development Manager

My Contact

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 8369741489

 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 Vidyalay
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 wast 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 salesprojections and forecasting revenue, in line with projected income.
- ♦ I have to creat development plans and forcasting sales targets and
- ♦ Identifying market opportunities through meeting, networking and other channels.
- ♦ Meeting existingand potential clientsand building positiverelationships.
- ♦ Liaising with colleagues to develop sales and marketing strategies
- ♦ Prepairing 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'sbusiness or in an office
- ♦ Do Social MediaMarketing through facebookand Instagram.

Achievements

- ◆ **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.

- ◆ 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

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