Curriculum -Vitae

**PRANSHU SHARMA Skype:** pranshu.s.crest

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*Seeking Senior/ Mid-level assignments in* ***Business Development, Marketing, Sales & Retail***

*with an organization of high repute*

# SYNOPSIS

» An independent professional with around 9+ years of experience in Sales, Marketing, and Retail: Currently associated with ***Prompt Softech*** as ***Head of Sales*** [*March’20 – April’21*] handling total operations of Business Development, Marketing & Sales for Overseas market.

» Worked as Business Development Consultant for Thinkonic Technology, XByte Technolabs, Bestpeers Pvt Ltd

» Completed MBA from NSB, Bengaluru.

» Capabilities in implementing effective solutions to the customer’s needs with an aim to improve customer

contentment and consequently customer loyalty.

» A strong team leader with excellent analytical, communication, negotiating, interpersonal and problem-solving abilities.

» An effective communicator with good relationship building & interpersonal skills.

# KEY EXPERTISE

Business Development | Sales & Marketing Strategy | Business Acumen | Organizational Skills | Communication & Interpersonal Skills | Negotiating Skills | Problem-Solving Skills | Team Management | Time Management | Flexibility & Adaptability | Business Intelligence | International Sales | New Business Development | Bidding & Proposal | Client Management | Project Management | Relationship Building | Innovative Thinking | Personable | Learning | Staffing | Campaign Design | Customer Relationship | Key Account Management |B2B Sales| SaaS Sales |Product Sales

# ORGANISATION(s) SCAN

**Head of Sales - Overseas | Prompt Softech | Ahmedabad | March’20- April’21 Key Deliverables:**

» Building good client relation with Enterprise Clients through emails, calls and social media

» Building Marketing and Sales strategies, company’s sales budget, sales plan etc.

» Develop and collaborate strategies with international teams, agencies and internal divisions.

» Specialist of Up selling and Client Satisfaction.

» Presentations, pre-sales costing and negotiations. Post sales relationship management with thecustomers.

» Responsible to identify new business opportunities for Overseas Market.

# Head of Business Development | iTechNotion IT Solutions LLP | Ahmedabad | Oct’ 18- Aug’ 19

**Key Deliverables:**

» Business Development, Marketing & Sales operations.

» Working on company's profile [Marketing, Branding...]

» Responsible to identify new business opportunities from Overseas Market [US, Canada, Europe, Australia, Gulf]

» Generating new business opportunities through online bidding portals [Upwork, People Per Hour, Freelancer, Guru, WeWorkRemotely, Authenticjobs to name few]

» Presentations, pre-sales costing and negotiations. Post sales relationship management with the customers.

» Responsible for performing digital marketing activities. Actively involved in performing updates on Social Media websites like LinkedIn, Facebook, Google+, YouTube etc

» Conducting and leading various promotional activities.

# Senior Business Development Manager- Overseas | Crest Infosystems Pvt Ltd |Surat |

**May’16- May’17**

# Key Deliverables:

» Generating new business opportunities, manage, support, and supervise the business development department.

» Building client relation through emails, calls and social media

» Responsible to identify new business opportunities for Overseas Market.

» Develop a good relationship with clients. Preparation of proposals & responsible to secure sales.

» Builds market positions by locating, developing, defining, negotiating and closing business relationships.

Responsible for the target-based sales.

» Plan innovative marketing initiatives and strategies designed to accelerate business process. Acquiring new account and to penetrate to all potential markets.

» Analysis of customer research, current market conditions, and competitor information.

» Develop and collaborate strategies with international teams, agencies and internal divisions.

» Presentations, pre-sales costing and negotiations. Post sales relationship management with thecustomers.

» Responsible for performing digital marketing activities. Actively involved in performing updates on Social Media websites like LinkedIn, Facebook, Google+, YouTube etc

» Conducting and leading various promotional activities.

# Manager Business Development- Overseas | E-Square Business Solution/ WaferWire Cloud

**Technologies | Surat | April’15-April’16**

# Key Deliverables:

» Developing a growth strategy focused both on financial gain and customer satisfaction.

» Conducting research to identify new markets and customer needs.

» Arranging business meetings with prospective clients.

» Promoting the company’s products/services addressing or predicting clients’ objectives.

» Preparing sales contract ensuring adherence to law-established rules and guidelines.

» Keeping records of sales, revenue, invoices etc.

» Providing trustworthy feedback and after-sales support.

» Building long-term relationships with new and existing customers.

» Developing entry-level staff into valuable salespeople.

# Business Development Manager | Covetus LLC | Indore | Sep’12- Feb’15

**Key Deliverables:**

» Following up new business opportunities and setting up meetings.

» Planning and preparing presentations.

» Actively pursue growth opportunities, by developing new clients and maintaining a good relationship with existing clients through email, calls and other sources.

» Communicating new product developments to prospective clients.

» Present to and consult with senior level management on business trends with a view to developing new products.

» Forecast sales targets and ensure they are met by the sales team.

» Providing management with feedback.

# ASM | Aditya Birla Retail Ltd (More.)| Bengaluru | May’11-July’12

**Key Deliverables:**

» Recruiting employees for the store and team handling.

» The make sure the store is meeting the targets and earning profits.

» Responsible for maintaining the overall image of the store.

» To make the customers feel safe and comfortable in the store.

» Responsible for managing the assets of the store.

» Responsible for planning, managing profit and loss, handling cash at the store as well as collecting daily sales and maintaining necessary reports.

# PREVIOUS ASSIGNMENTS (Internship)

Marketing of PR | PR 24x7 Network Ltd | Indore | June’10-Aug’10

Description: how the different department in an organization works together for the development of the company like marketing, branding and PR, there I learn how we manage the funds in different types of events and how we maximize profitability by using limited funds

Organizational Behavior | Pantaloon India Retail Ltd (Big Bazaar) | Jan’10-Mar’10

Description: worked as a Trainee in the organization to understand how the organization works, how efficient the team work together.

# ACHIEVEMENTS AND ACCOLADES

» Successfully attained the target in the given time with a client satisfaction rate of more than 95%

» Boasted with *Employee of the Month Award* for excellent work performance

» Delivered 100% customer satisfaction results and ensured that the team achieves its target

» Fast and effective result in controlling of shrinkage

# EDUCATION

2011 MBA (Marketing) from NIILM Business School, Punjab Technical University, Bengaluru 2011 PGPBA (Retail) from NIILM Business School, Bengaluru

2009 BCom (Computer Application) SGSICCS, Devi Ahilya Vishwavidyalaya, Indore

# IT SKILLS

» Google Certificate for ‘The Fundamental of Digital Marketing

» Well versed with CRMs like Microsoft Dynamic CRM, Reporting Software like Asana, Operating System like Windows, MS Office and Internet Applications

# EXTRAMURAL ENGAGEMENTS

» National Player-Netball: Represented state for 4 times in Senior National Netball Tournament

» Senior State Player-Basketball: Represented National Basketball Academy (N.B.A) in state tournament

» Completed level “A” National Cadet Corps (N.C.C) Certificate

» Stood 1st in many quiz competitions

# PERSONAL DOSSIER

Date of Birth : 31st Dec 1986

Marital Status : Married

Language Known : English, Hindi & Punjabi

Address : J 804, Tivoli, Godrej Garden City, Ahmedabad, GJ-382470

# DECLARATION

I hereby declare that the above-mentioned are true & genuine and are as per the certification.

Date:

Place: Ahmedabad (Pranshu Sharma)