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**Shrey Sharma**

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***Proactive and creative professional* *to be an asset in the organization* *by giving my 100% skills and knowledge.* As far as possible to become a Successful person in this competitive world**.

**PROFILE SNAPSHOT**

A dynamic professional with nearly **6 years** of experience in:

**~Sales & Marketing ~Product Promotion ~Coordination**

**~Business Development ~Servicing & Reporting ~Documentation & Reporting**

* Interfacing with the clients for understanding their requirements, suggesting most viable solutions to them for maximum retention and customer delight
* Expertise in implementing business strategies for achieving business profitability in varying market conditions
* Proficient in improving product marketability & profitability by evaluating, identifying & capitalizing market opportunities
* Efficient in conducting competitor analysis & competency mapping for keeping abreast of market trends and competitors moves to achieve maximum market share
* Skilled in building & maintaining healthy business relations with potential clients and ensuring high customer satisfaction matrices by performing pre sales activities
* An efficient communicator with strong negotiation, problem solving & analytical skills

**ORGANIZATIONAL EXPERIENCE**

**Since Nov'17 to Present Next Education India Pvt Ltd., Business development Manager**

**Key Result Areas:**

●Responsible for new client acquisition along with focusing on growth and development of existing client schools.

●Making power packed presentations to eminent educationists and influencing them to adopt path breaking Smartclass initiatives.

●Developing strategies to explore new regions to generate more business

●Relationship management with client schools

●Ensure higher level of engagement to meet renewal targets.

●Increasing revenue portfolio through cross selling/up selling

●Ensuring smooth collection of payments from schools & Handling Escalations

●Taking feedback from the teachers and principals to ensure smooth functioning of Smart Class.

●Organizing events and seminars to promote the product and coordinate with the clients.

**Since Oct'16 to Oct'17 Bharti Airtel Limited., Meerut as Showroom Manager in Retail**

**Key Result Areas:**

* Created a strong visual appearance of the showroom by effectively executing merchandise plans and strategies.
* Educate customers about quality and value of [company name] products.
* Supervised all daily operations of a full retail store.
* Initiated sales leads through direct mailing and cold calling.
* Managed showroom inventory and ordering of materials.
* Human resources responsibilities of hiring, training, and employee scheduling.

**Since June15 -- Dec'15 Hdfc Standard Life Insurance Company Ltd., Ghaziabad as Sales Development Manager in BANCA Vertical**

**Key Result Areas:**

* Handling Hdfc Bank Modinagar Branch Insurance Department
* Monitoring And handling Personal bankers Insurance Targets
* Imparted trainings of personal bankers
* Customer Handling and Servicing

**Since Oct12  May15 Tata Teleservices Ltd., Meerut as Relationship Executive**

**Key Result Areas:**

* Handling Meerut City Post Paid Brand Store.
* Implementing initiatives for increasing store profitability
* Identifying High Value Customers & SMEs
* Responsible for promoting & selling high value plans to establish strong customer base.
* Distributing Leaflet & Envelop Distribution within the vicinity of stores
* Managing workforce to leverage opportunities for cross-selling of different products

**Highlights:**

* Successfully scored highest in Mystery Audit Scores
* Significantly received:
* Appreciation by Circle Retail Head as attained high position in performance in month of March 2014.
* **6 months experience in Bonjour International as Marketing Executive.**
* **6 months experience in Vidya Prakashan Mandir as Collection Manager.**

**COMPUTER SKILLS**

* Certified in CCC by NIELIT in 2017
* Proficient in MS Word, Excel etc

**ACADEMIC QUALIFICATIONS**

**2008 Passed 10th from CBSE School, Meerut**

**2011 Passed 12th from CBSE School, Meerut**

**PROFESSIONAL QUALIFICATIONS**

**2016 B.A. from Chaudhary Charan Singh University**

**PERSONAL DETAILS**

**Date of Birth :** 13th February, 1992

**Languages Known :** English & Hindi

**Address :** H.no. 101, Chahshor, Near Old Tehsil, Meerut City

**Gender :** Male

**Marital Status :** Unmarried