



# ABHISHEK SHARMA

## SENIOR MANAGER-SALES & MARKETING

A determined, hardworking and focused sales and marketing manager with 10+ years' experience in business development, sales strategy and team management.

### EDUCATION

**Bachelor of Commerce- 2002-2005**  
Stani Memorial College,  
University of Rajasthan- India

**Master of Business Administration  
(Marketing & Finance) – 2005-2007**  
IIPM, New Delhi-India

**MSc Financial Management – 2009-2010**  
MDX University, London, United Kingdom

### SKILLS

Relationship Building  
Sales Analysis  
Client Development  
Compelling Sales Proposal  
Networking Skills  
Researched sales Leads  
Empowers sales team  
**MS Office Proficient**

### INTERESTS

Singing - Guitar - Travelling

## WORK EXPERIENCE

### **Galaxy Energy Solutions- Hydromx (India) • Jan 2016 - Present** **Senior Manager – Sales & Marketing**

- Nationwide Sales and marketing of Nano Technology based Nano-fluid for HVAC systems.
- New product development strategy.
- Commercial Negotiations & Business Agreements
- Collaborate with marketing personnel to optimize strategic initiatives.
- Coordinate with consultants and energy auditors for product awareness.
- Responsible for handling trade exhibitions, workshops and conferences.
- Track trends and suggest enhancements that would both challenge and refine the company's offerings.
- Support salesforce team in writing proposals and closing contracts.
- Impart product knowledge and sales training to salesforce team and consultants

### **Energy and Telecom Engineers (Mumbai) • Jan 2014 - Dec 2015** **Manager – Marketing and Sales**

- Sales and marketing of heavy electrical and engineering products
- Handling corporate sales and communication.
- Contract co-ordination and negotiations

**Meena Resources Pvt Ltd (Mumbai) • Jan 2013 - Dec 2013**

**Manager – Marketing and Sales**

- Getting FOB contracts done between miners and importers
- Arranging ships for transportation and inspection of coal from Load port to Discharge port, co-ordination for vessel loading with ports/stevedores.

**Pace Stock Broking Services Pvt. Ltd. (Jaipur) • Jan 2011 - Dec 2012**

**Sub Broker**

- Catered numerous clients by giving end to end wealth solutions
- Areas of functions included shares, stocks (capital market and futures & options), commodities, currency, derivatives and IPOs

**Allegro Capital Advisors Pvt. Ltd. (Jaipur) • Aug 2008 - Jan 2009**

**Wealth Manager**

- Investment advisory services and portfolio management
- Capital Markets advisory services
- Providing the best possible financial solution to the Client.

**ICICI Securities Limited (Jaipur) • Jan 2007 - Aug 2008**

**Senior Relationship Manager**

- Managed financial portfolios across all products for numerous clients of ICICI
- Cross selling of investment & liabilities and policies of ICICI
- Activated many non-traders and stop traders in equity, also generated healthy brokerage through equity trading.

**ACHIEVEMENTS**

- Grew Customer base and met deadlines consistently.
- Have been promoted to Senior Manager.
- Secured gift vouchers for offline applications during NFO of ICICI focused equity fund.
- Awarded for an exceptional performance at the Life Stage NFO contest and qualified in the gold category during a rich fund contest
- Awarded for raising highest number of policies during ICICI Premiere League competition.
- Awarded for an outstanding performance in Sankalp contest of ICICI.



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