 Sharan

[Sharan.149224@2freemail.com](mailto:Sharan.149224@2freemail.com)

# Precis

A qualified and a passionate entry level professional with experience in **Sales, Customer Relationship Management and Customer Retention.**

Multilingual communicator with good proficiency in English, Hindi, Tamil and Punjabi. Possess excellent team management and interpersonal abilities. An astute sales professional, with a proven track record of consistently achieving the stipulated targets. Deft in collecting market inputs and use them to shape sales plan. Creative, out of box thinker with a history of achieving personal and organisational goals consistently.

# Key Result Areas

|  |  |
| --- | --- |
| * Sales Management | * Territory Management |
| * Customer Relationship Management | * Market Intelligence |
| * Product Promotion | * Stock Planning |
| * Channel Management | * Distribution |
| * Coordination | * Problem Solving |

# Experience Chronicle

Jun 2016 - Till Date

**Om DP Marketing, Chennai**

Sales Manager

* Om DP is an authorised distributor of car and bike accessories
* As a Sales Manager, responsible for leading a team of 3 Sales Executives
* Ensured that the customer’s requirements are fulfilled
* Responsible for identifying and appointing dealers across Chennai region
* Worked closely with reputed bike and car service showrooms across Chennai region to supply spare parts
* Ensured customer issues are resolved within the agreed timelines
* Worked with the management in maintaining optimal levels of inventory in the warehouse
* Designed and executed discount schemes aimed at quickly dissolving non-moving inventory
* Maintained good rapport with key customers and ensured the sustainability of repeat business

# Academic Qualification

2016

**Bachelors in Computer Application**

SRM University, Chennai

2012

**Higher Secondary Certification**

Gill Adarsh Higher Secondary School, Chennai, India

# Beyond Curriculum

* State level Kho-Kho player, and have won numerous athletics events in the college
* Participated in university level football and badminton tournaments

# Personal Information

Nationality : Indian

Marital Status : Single

References & Documentation : Provided on request