

Nilabh Sharma

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Territory Manager with over 6 years of experience in training and supervising sales staff while planning and implementing sales strategies. Seeking to bring my proven track record of successful marketing campaigns and team – leading into a senior management position.

EXPERTISE

Business Development | Key Account Management | Partner & Distributor Management | Inventory Management | MS Office | Salesforce | SQL | Team Leadership | Strategic Planning | Logistics Planning

EXPERIENCE

Coffee Day Beverages - Territory Manager

(September 2018 – Present)

- Analyze sales pipelines and trends with senior management in order to forecast quarterly sales goals
- Managing warehouse inventory for my territory and vending machine stock as per defined targets
- Managing complete sales cycle, facilitate training process of sales team across Rajasthan

Achievements:

- Cracked PAN India order for Estaff Connect Private Limited for 300 machines resulting in a revenue increase of Rs 45 lakh per month
- Planned logistic movement on the basis of milk run methodology which helped in saving Rs 20000/- monthly with third party logistic.
- Increased market revenue by Rs 5 lakh from existing account base by revising the contracts and introducing premium beans to the clients
- Expanded business with Hero Moto Corp from 6 machines to 17 machines in a single premise

Zinka Logistics Private Limited - Area Sales Officer II

(December 2017 – August 2018)

- Managed sales team of 18 people for onboarding new customers in Rajasthan North
- Managed onboarding of retail partners in Rajasthan which helped in increasing the revenue of my territory by Rs 3 Crore monthly
- Evaluated P&L accounts, alliance management with retail partners and driving channel sales
- Planned Go-To-Market strategy for my territory to support the sales team
- Managed order booking for freight platform

Achievements:

- Awarded for best sales performance and promoted from Area Sales Officer I to Area Sales Officer II within one year

i2k2 Networks Private Limited - Marketing Manager – India

(July 2016 – February 2017)

- Helped in setting up marketing vertical from scratch (inside sales, content creator, SEO/SEM & design team)
- Increased company revenue on AWS by 100% with the help of inside sales and product-based events

- Helped in website optimization to increase product visibility and web lead conversion by 80%
- Provided marketing materials support to sales team to increase up selling of new services
- Planned telemarketing activities, events and webinars with partners on monthly bases which helped in generating a revenue of Rs 25 lakh monthly

Achievements:

- Helped in moving from registered partner with monthly revenue of \$ 650 to advance partner with monthly revenue of \$ 70,000

Amazon Internet Services Private Limited - Intern Partner Development (June 2015 – July 2016)

- SPOC for the operational activities like fund requests, claims, vendor registration process, partner APN issues and partner communications
- Helped in driving and managing campaigns (Events, Webinar, Demand Generation Activities, and Partner Trainings)
- Managed conflicts between marketing agencies and partners, also managed communication and calling to registered set of partners for business planning

Achievements:

- Impacted partner upgrade process by touching bases with registered partner in AWS ecosystem
- Being an intern, I earned the trust of my marketing head and was given the responsibility to drive multiple campaigns on my own

Flipkart India Private Limited - Quality Executive – E-Books (August 2012 – December 2013)

- Managed the complete quality check & procurement of e-books from international publishers
- Managed the digitization vendor and cost per conversion of hard copy to soft copy from local publishers
- Business intelligence and optimizing merchandising of the relevant e-books available on the platform

Achievements:

- Made the BISAC tree and category tree mapping to handle the categorization of e-books
- Data analysis helped in boosting the sales by 20%
- Altered ten thousand digital books for FLYTE platform

EDUCATION

JAGANNATH INTERNATIONAL MANAGEMENT SCHOOL 2014 - 2016

PGDM – INTERNATIONAL BUSINESS

THESIS: STRATEGIC MARKET ANALYSIS ON AYURVEDIC DRUGS

BHAGWANT UNIVERSITY 2008 - 2012

BACHELOR OF TECHNOLOGY – INFORMATION TECHNOLOGY

LUCKNOW PUBLIC COLLEGIATE 2006 - 2008

10TH - 12TH – SCIENCE