

Deepak Sharma

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• CAREER OBJECTIVE

To join and work with an organization which is progressive and gives me a chance to enhance my skills and be a part of the team that excels in work towards the growth of the organization and gives me satisfaction thereof.

• KEY SKILLS

- Ability to handle branches & channel partners and keep going under tight schedules and pressure
- Branch handling, channel handling, & team management
- Training & development of employee.
- Ability to work on multiple tasks efficiently
- Able to work independently.

• WORKING EXPERIENCE

- ❖ Total Work Experience : More than 10 Year
- ❖ Team size : Branches & Team
- ❖ Company , Duration, Designation & Job Responsibilities : As Follows

- **“MA MAISON (LIBERTY GROUP)- FMCG**

From April 2012 to 2015 Working as a” SALESEXECUTIVE & SALES MANAGER - LUBUMBASHI”

- **“AFRICAN MILLING (SOMIKA GROUP) – FMCG (Past Employment)**

From April 2015 to 2017 Working as a” SALES MANAGER & TEAM LEADER - LUBUMBASHI” with follow job responsibilities:

- **“BELTEXCO S.A (GROUP) – FMCGINDUSTRY (Current Employment)**

From February 2018 to present working as a BRANCH SALES MANAGER D.R.C. with follow job responsibilities:

SALES AFTER SERVICE / TEAM HEANDLING / FRANCHISE MANAGEMENT.

- ❖ Taking care of entire D.R.C. (KANANGA, KOLWAZI, KISANGANI, GEMENA)
- ❖ Handling more than 45 people Sales & Marketing Team.
- ❖ Handling 4 sub branches Stock availability and order by Boat /Train / Truck /Air.
- ❖ Achieving area wise revenue targets
Imparting training to sales & marketing team for day to day business operation.
- ❖ Take care of campus profit center by taking assignment independently
- ❖ Set, achieve and review targets for the territory in terms of number of centers and number of seats to be filled per center. To distribute new branches & channels.
- ❖ Develop marketing strategies for business development within territory.
- ❖ Well coordinate with the commercial sales department as well as customer & Vendor.
- ❖ Focus & Control on distribution in market. Control monthly and Annually Inventory.
- ❖ Analyzed competitive product in term of Reliability & Features. Use sales marketing oriented skill in the best possible way to achieve the company sales goals.
- ❖ Contributes to team effort by accomplishing related needs. Coordinates proper company resource to ensure efficient and stable sales result good relationship with team member.
- ❖ Developing sales strategies and target. Track own sales performance and Competitor in

Market. Determines annual gross profit plan by implementing Marketing Strategies analyzing trend & Result.

- ❖ Prepare all the report of sales (Daily, Weekly, and Monthly, Yearly product wise and team wise)
- ❖ Prepare All kind of Indicator & Expired Goods Report Every Month.
- ❖ Introduced new product in the market by Sampling / Promotion / Testing activity.
- ❖ Maintain good relationship with al kind of customer B2B & C2B.

• **“Bajaj Alliance Life (INSURANCE)”12 months**

From June 2011 to June 2012 as a” **UM TO AM (PROMOTED)**” with follow job responsibilities:

- ❖ To recruit Agents & Channel Partners.
- ❖ To Sell Insurance product
- ❖ To Recruit agents & drive them to sell
- ❖ To generate revenue in terms sales

• **ACHIEVEMENT& TARGET.**

- **AFRICAN MILLING 2015 TO 2017 SALES TARGET 5 MILLION DOLLER ACHIVE TARGET 7 MILLION.**
- **HAVE CHOOSEN EMPLOYEE OF THE MONTH WITH LIBERTY S.P.R.L GROUP OF MA MAISON FOOD AND BEVREAGE COMPANY**
- **I PROMOTE AS AN SALES MANAGER AND I HAVE COMPLETED MY GOLD SHEET IN SEPT (IN 8 MONTH AGAINST 9 MONTH TARGET) AND I ACHIEVED 130 % OF TARGET AGAINST 100%**
- **Increase sales against 2017 Record. As per record of 2017 (3.5 million dollar sales) 2018 (4.5 million dollar sales.**
- **Increase sales against 2018 Record. As per record of 2019 (4.5 million dollar sales) 2018 (5.5 million dollar sales.**
- **Increase sales against 2019 Record. As per record of 2019 (5.5 million dollar sales) 2020 (6.5 million dollar sales.**

Received the outstanding award for **‘BEST PERFORMER IN B2B SALES & B2C SALE S** from senior Director (MR. Mahendra).

Computer proficiency:

Operating system : ERP software, Tally 7.2, Axpert ERP software.
Basic computer programs : MS-office,(word, excel, power point).
Web technology : internet

• **QUALIFICATION**

EXAM/DEGREE	BOARD/UNIVERSITY	YEAR
MBA	J.N.U UNIVERSITY (CORRESPONDANCE) MARKETING & FINANCE.	JUNE 2018

EXAM/DEGREE	BOARD/UNIVERSITY	YEAR
B.C.A	RAJASTHAN UNIVERSITY	2011

● PERSONAL DETAILS

Date of Birth : - 13th Sep 1989.
Father's Name : - Shri. Natthu Ram Sharma.
Sex : - Male.
Languages Known : - Hindi, English, French.
Marital Status : Married.

Strengths: - Quick Learner, Comprehensive thinking, Flexible, Alacrity, Talkative, Dynamic Ability to handles stress.

PERSONAL STATEMENT:

I consider my personal strength to include adaptability, flexibility and ability to learn quickly. I have well-developed inter-personal skills with both staff and client while maintaining professional attitude. I am able to make decisions independently and confident of abilities to succeed as a good and effective person. I am currently seeking a position which will allow me to utilize my skills, knowledge and experience to their full potential.

Date:

Place: Abu Road

(DEEPAK SHARMA)