

ASHISH SHARMA

DHARAMSHALA 176057 | +91-7087777117 | sharmaashish674@gmail.com

Professional Summary

SEN. SALES MANAGER

Skills

- Training And Development
- Sales coaching
- Sales presentation
- Decision Making
- Team Building

Work History

ASM (AREA SALES MANAGER) 02/2024 to Current

INDUSIND BANK – Jalandhar, India

- Handling CA + POS business with Manpower of 10
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Attended industry events and conventions to expain sales opportunities.

PRODUCT SALES MANAGER (Sr. Manager) 09/2023 to 02/2024

YES BANK – Chandigarh, India

- Handling POS business for CHANDIGARH location with 7 branches, Activation, Volume growth, CASA
- Planned and designed product displays by developing layouts, themes, colors and props.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Built relationships with customers and community to establish long-term business growth.

MANAGER SALES 05/2021 to 09/2023

HDFC BANK

- Onboarding New employees with train them
- Handling team of 14 RO with monthly 55+ POS, 15+ CASA, 20 CC 100+ BQR,30+ sb box and increased revenue from 5 Cr to 9Cr

MANAGER 12/2019 to 05/2021

VODAFONE IDEA LTD – Mohali, India

- Revenue business of 1.5 Cr, 400 LSO,7 distributors and 10+ promotes with monthly Gross 3500+ and MNP 500
- Developed and maintained relationships with customers and suppliers through account development.
- Cross-trained existing employees to maximize team agility and performance.

SEN ARO

09/2017 to 12/2019

LAVA INTERNATIONAL PVT LTD – Kangra, India

- Revenue business of 1.5 Cr, 400 LSO,7 distributors and 10+ promotes with monthly Gross 3500+ and MNP 500
- Paid attention to detail while completing assignments.
- Demonstrated creativity and resourcefulness through the development of innovative solutions.
- Participated in team projects, demonstrating an ability to work collaboratively and effectively.

MANAGER(AM)

12/2014 to 09/2017

BHARTI AIRTEL LTD. – Palampur, India

- Revenue business of 1.5 Cr, 400 LSO,7 distributors and 10+ promotes with monthly Gross 3500+ and MNP 500
- Accomplished multiple tasks within established timeframes.
- Communicated clearly with employees, suppliers and stakeholders to keep everyone on same page and working toward established business goals.
- Used industry expertise, customer service skills and analytical nature to resolve customer concerns and promote loyalty.

Education

M.B.A (SALES AND MARKETING): Sales And Marketing

04/2014

MAHATMA GANDHI UNIVERSITY - Kangra

Bachelor of Science: Mechanical Engineering

05/2012

PTU - Pathankot, India

High School Diploma

03/2008

HP BOSE - Dharamsala, India

Languages

ENGLISH

Hindi

PUNJABI