

SANJAY S. SHARMA
Green Wood City, G-45, 1st Floor ,
Sec- 40, Near Community Center,
Gurgaon – 122002, Haryana

Email : sanjayindus@gmail.com
Phone No : +91 8800204333 (Mobile)

SUMMARY :

My aim is to be an efficient leader in a diversified organization. I am keen on exploring new areas of learning & master them. Dynamic results-oriented leader with strong track record of performance in given situation. Worked in highly placed organizations like PCS Technology, CMS Computers, HCL Infosystems Ltd, Reliance communications. Utilizing keen analysis, insights and team approach to drive start-up or transformational situations. Superior interpersonal skills, resolving multiple and complex (sales and operational) issues and motivating staff for peak performance. Excellent relationship in the industry, especially among key customer organizations across the country.

ACADEMIC QUALIFICATIONS:

Examination	Institute	Board/University	Year of Passing	Percentage Obtained
S.S.C.	Bharati Vidyapeeth High School	Maharashtra State Board	1994	73.69%
H.S.C.	Bharati Vidyapeeth Jr College	Maharashtra State Board	1996	61.55%
B.E Electronics	Bharati Vidyapeeth Engineering College	University of Mumbai	2000	59.43%

PROFFECIENCY IN INFORMATION TECHNOLOGY:

I like to keep myself updated with the latest changes in the field of Information Technology. I have knowledge in the following systems

Operating Systems: MS-DOS, Windows 95 / 98, and Windows 2000.
Languages : Java and advanced Java programming
DBMS : SQL, MS Access.
Applications : Microsoft 97 / 98 and Microsoft Office 2000 Complete suite

WORK EXPERIENCE:

Organization : Z and Z Media Pvt Ltd.

May 2016 – Till Date

Z&Z media is a renowned Production House working sincerely from years. We have been actively involved in producing Documentaries, Short Films, Animations, Fictions, Promotional and Corporate Videos. Apart from the above, we are also involved in organizing Events and making Port Folios. We have an enormous experience in producing TV Shows, Documentary Series for a specific TV Channel, Children Programs, Animations and Public Awareness Campaigns.

Designation : Media Consultant and Marketing

Job Responsibilities:

- Responsible for implementation and execution of Marketing strategy and brand promotion of the clients.
- Successfully implemented and executed the 3rd International Film Festival of Prayag (IFFP) – 2017 held at Delhi.
- Go– to- Market strategy for acquisition of partnerships and sponsorships for IFFP-2017 festival.
- Marketing & Branding, Sponsorship handling, Events Management, Celebrity Management and also handling CSR initiatives,
- Handling production and execution of Corporate profile AV, Doctor's documentaries and Testimonials, Short and documentary Films, Ad production via The Talesmith.
- Pre sales & commercial offer making
- Developing and executing strategies, identifying & capitalizing opportunities with the help of management & the technical team.
- Meeting regularly with the prospective and acquired customer to have regular interaction with the respective heads of the verticals.
- Some major projects being executed: Kailash Hospital AV, Fortis, H.O.D, Quickr, Ching Noodles Ad, Short Film on Swaach Bharat, Yellow jeans Ad.

Organization : VMC Systems Limited.

Feb 2011 – Jan 2016

VMC Systems Limited (Formally known as Vuppalamritha Magnetic Components Ltd.) is India's leading Telecommunication Equipment and Power Conversion Solution Manufacturer in India with annual revenue of more than \$ 250 million

Designation : Sr. Business Manager – North India Region

Job Responsibilities:

- Responsible for developing and driving business in leading Telecom, ISP ,OEM and Channel space for various Telecom & Power products being developed by the company in North India.
- Handling product portfolio which includes end-to-end solutions in 3G, WiMAX and GPON in addition to standard Telecom and Networking equipment ranging from simple ADSL CPE, CDMA & GSM terminals, Switches, USB Dongles, Media & Ethernet

converters to connect telecom equipment over fiber to complex network elements such as ADM, DXC [Digital Cross Connects] to DWDM [optical transmission equipment] and power conversion solution i.e SMPS, Power adapter, AC-DC converters.

- Pre sales & techno commercial offer making
- Responsible for new Customers Acquisitions for Power Conversion Solution and Telecommunication Equipments and Data centre set - up.
- Developing and executing strategies, identifying & capitalizing opportunities with the help of management & the technical team.
- Meeting regularly with the prospective and acquired customer to have regular interaction with the respective heads of the verticals.
- Keeping track of the competitor's products & strategies & planning & implementing strategies to counter the competition.
- Some major accounts being handled: Ericsson, NSN, TCL, TTSL, SIS, Videocon, Dish TV, PCS, Alcatel Lucent, Airtel, Vodafone, HCL, Wipro .

Organization: Reliance Communications Limited **Oct 2008 – Jan 2011**
Designation: Manager – Enterprise Business Solutions

Job Responsibilities:

- Single Point of co-ordination for Reliance product & services.
- Achieve Corporate customer acquisition of Voice and Data Products viz Leased Line, MPLS VPN, Datacenter, Managed Services, Hosting, Audio conferencing , Video conferencing etc.
- Responsible for new Customers Acquisitions for Data Centre Hosting at IDC.
- Responsible for Revenue Enhancement , Revenue Maximization, Maximize Realization, Retention and Revenue collection
- Product penetration in Accounts assigned
- Updating Account Head (or Enterprise Business Head) on Competitor moves and Strategies
- Working with Pre-Sales to develop Customized Solutions
- Working with ICOU in Service Delivery, Service Assurance & Revenue generation for Named Accounts.
- Relationship management with the existing Accounts customer base.

Organization: HCL Infosystems Ltd. **Oct 2006- Oct 2008**
Designation: Territory Manager

Job Responsibilities:

- Responsible for the selling hardware and Software products to corporate and chiefly handling direct sales.
- Handling product portfolio of Self Service Terminals i.e. KIOSK Solutions, HCL laptops, Desktops, Servers & Microsoft products and Networking Solutions.
- Primarily responsibility is of handling Key Corporate Accounts, Pre sales & techno commercial offer making.
- Interacting with the principal product companies and also selling the services.
- To identify new accounts & achieve business targets from the same
- Client relationship & Key account Management
- Developing and executing strategies, identifying & capitalizing opportunities with the help of management & the technical team.
- Keeping track of the competitor's products & strategies & planning & implementing strategies to counter the competition.
- Cross sell other HCL products in accounts that are being handled. Some major accounts being handled: DHL, Idea Cellular, BPL Mobile, Reliance ADAG Group, Gini & Jony, MDL, Sahara Star, IOCL.

Achievements at HCL Infosystems Ltd:

- Awarded Best deal for first Installation of HR Interactive Kiosk for the quarter (Qtr July-September 2007)- Mazagon Dock Limited (Rs.10 Lac deal)
- 'Best Corporate break through' deal for the quarter (Qtr April-June 2007)- DHL Express (India) Pvt. Ltd. (Rs. 50 Lac deal)
- Large deal for Oracle from IOCL (Rs. 1.2 Cr)

Organization: CMS COMPUTERS LIMITED **Aug 2004- Sept 2006**
Designation: Territory Manager

Job Responsibilities:

- Handling product portfolio of Self Service Terminals i.e. KIOSK Machines, ATM, Smart Card Solutions.
- Primarily responsibility is of handling Key Corporate Accounts, Banking and Financial Institutes.
- Developing and executing strategies, identifying & capitalizing opportunities with the help of management & the technical team.
- Identifying prospects & converting them in to clients, negotiating & closing deal with high net-worth clients
- Relationship building with new & existing clients of the organization.
- Coordinating with the service and administration department in order to deliver effective service & to achieve higher customer satisfaction
- Keeping track of the competitor's products & strategies & planning & implementing strategies to counter the competition.

Organization: PCS Technology Ltd, Mumbai
Designation: Sr. Business Development Executive

Jan 2002- Aug 2004

Job Responsibilities:

- Primarily responsibility is of handling Key Corporate Accounts.
- Handling product portfolio of laptops, Desktops and Servers
- Developing and executing strategies, identifying & capitalizing opportunities with the help of management & the technical team.
- Identifying prospects & converting them in to clients, negotiating & closing deal with high net-worth clients
- Relationship building with new & existing clients of the organization.
- Coordinating with the service and administration department in order to deliver effective service & to achieve higher customer satisfaction

Organization: Autotech Financial services Ltd, Mumbai
Designation: Executive – Business Development Executive

Sep 2000-Dec 2001

Autotech Financial Services Ltd is an associate of HSBC Bank for its car finance & personal loans division.

Job Responsibilities:

- Handling Business promotion, arranging seminars and exhibitions.
- Handling channel sales & distribution network
- Liaising various related organization

Strengths

- Analytical skills & communication skills
- Adaptive to changes & willingness to learn
- Self-Motivated, dedicated, honest & Committed

Professional Skills

- Strategic planning of marketing and sales activities.
- Industry, market, product and customer analysis.
- Campaign Strategy and execution.
- Consultative needs assessment.
- Executive level presentations and Sales.
- Relationship- and consensus-building with both internal and external customer

Personal Details:

Martial Status : Married.
Age : 36 Years
Date of Birth : 2nd May 1978
Nationality : Indian

Extra Curricular Activities: Member of Y.M.C.A

Hobbies: Paying Cricket, Snooker, Music, Reading and Traveling.

Languages Known: English, Hindi and Marathi

References : Can be provided if required

Sanjay Sharma

Place: New Delhi