



SUDHIR SHRMA

Contact: +971 50 2209958,

E-Mail: sharmasudhi@gmail.com, sidth@rediffmail.com

JOB OBJECTIVE

Seeking senior level assignments in Sales & Marketing, Business Development and Supply Chain Management with an organization of repute in Bolting and Hydraulic Equipment industry.

PROFILE SUMMARY

- A dynamic individual with 13 years of experience in Strategic Planning, Techno-Commercial Operations, Business Development and Sales & Marketing
- Currently associated with Euro Mechanical Group of Companies as Sales Executive in Abu Dhabi
- Adept at attaining the business volume & profit targets of the organisation and maintaining compliance with the delivery & service quality norms
- Experienced in analysing business potential and conceptualising & executing strategies for driving sales
- Adroit in handling business development activities involving identifying & building new markets, generating leads and achieving desired targets
- An excellent communicator with exceptional planning, problem solving, people management & client servicing skills

CORE COMPETENCIES

Sales & Marketing

- Administering sales & marketing operations and driving sales initiatives in order to achieve business goals
- Formulating strategic plans for enhancing sales & marketing operations thereby achieving the desired sales growth

Business Development

- Effectuating long term business directions of the region to ensure maximum profitability in line with organisational objectives; exploring business potential & clientele to secure profitable business volumes
- Identifying & pursuing business opportunities through lead generation & by conducting market surveys for mapping potential clients

Client Servicing

- Ensuring fast and effective resolution of customer's complaints
- Interacting with the clients to gather their feedback regarding their satisfaction

Team Management

- Creating and sustaining a dynamic environment that motivates high performance amongst team members
- Imparting continuous on job training to the workforce for enhancing their operational efficiencies through knowledge enhancement & skill building

ORGANISATIONAL EXPERIENCE

Since April 2014 - Euro Mechanical & Electrical Contracting Company LLC , Abu Dhabi as Sales Engineer, for Bolting and In-situ Machining Solution for Construction and Oil & Gas sector.

August 2003 to April 2014 - Mekaster Group of Companies, in Kolkata as Branch Manager, For R & P Elevators, Elevating Platforms and Man & Material Lifts For Construction and power Sectors

Responsibilities:

- Accountable for handling marketing operations for Industrial Tools, R & P Hoist, Mining & Tunnelling Equipment [for Aker Wirth, Germany] & the Construction Equipment
- Currently supervising a team of 12 Service Engineers
- Implementing sales strategies for enhancing market share of the products
- Conducting marketing research
- Interfacing with the Sales Department for monitoring the implementation of marketing plans and procedures
- Training & managing the new sales executives for building their operational efficiencies
- Functioning as an interface between the product's marketing & production personnel
- Administering account growth, product & client servicing and business volume generation
- Handling techno-commercial negotiations for the products and service contracts
- Assigning jobs to Service Team and looking after deputations to different sites

Highlights:

- Entrusted with the responsibility of administering market development activities in Dubai & Abu Dhabi
- Successfully worked in major Oil Refinery, Steel, Construction & Hydro Projects
- Attained a Big breakthrough in most of the Steel Plant to supply Nos. of Elevators on proprietary basis and still getting repeat orders.
- Travelling to remote area to promote our Products and Targeting new Projects in remote areas till project completion
- Got recognition through monthly newsletter for achieving given target

TRAINING

- Successfully attended Product Training in Germany, Dubai and Abu Dhabi 2006 & 2007.

TECHNICAL SKILLS

- Conversant with:
 - Operating Systems like Windows 2000/XP & Windows 7
 - MS Office (Word, Excel & PowerPoint)
 - Internet Applications

EDUCATION

Pursuing	MBA (Marketing), Affiliated to University
2003	B.Com., Affiliated to Calcutta University, Kolkata
1999	12 th from affiliated to West Bengal Board, Kolkata

PERSONAL DETAILS

Date of Birth:	12 th February, 1980
Permanent Address:	Swagat Jyoti, Block-A, 4 th Floor, DB - 47, Shastri Bagan, Baguihati, Kolkata – 700059, West Bengal
Languages Known:	Hindi and English
Location Preference:	Dubai , Abu Dhabi [UAE }

Having Valid UAE Driving Licence.

Hobbies – Music ,Cycling and Gymnasium,

DECLARATION:

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

(SUDHIR SHARMA)

Place: Abu Dhabi

Date: 17/01/2016