|  |
| --- |
|  |
|  |
|  |

Career Objective

To work in a dynamic environment which can help me demonstrate my skills sets as an all-rounded professional. I intend to work in an environment where I can add maximum value to the organization and at the same time develop myself as a professional.

Profile Summary

* M.B.A. in (Marketing and Finance) from Pt. Jawaharlal Nehru Institute of Business Management “JNIBM”, (M.P.) with experience of over 2 years in **Sales & Marketing, Business Development, Channel Management**, **Team Management and Customer Relationship Management.**
* Currently associated with **Fastnear Technologies Pvt. Ltd. (Meesho) as City Launch Manager in Indore (M. P.).**
* Ability to plan, formulate and implement market strategies and promotions to increase market share and drive revenue & profitability by maximizing sales.
* Sound knowledge of executing business operations in the assigned region with accountability of enhancing profits, carrying them out in a given time frame for achieving monthly / annual sales targets.
* Skilled in maintaining robust channel sales as well as servicing existing customers for achieving sales target.
* Efficient organizer, motivator, proactive, team player and a decisive leader with the ability to motivate teams to excel and win.

Education Qualification

* **MBA in Marketing in 2019** from JNIBM , Ujjain (M.P.)
* Qualified **CS Professional** (1st and 2nd groups) by **ICSI** in 2019.
* **B.Com**. in 2017 from Vikram University, Ujjain (M.P)

Work Experience

* **Fastnear Technologies Private Ltd. (Meesho)**

**From: Sep. 2021 To till Date**

Position: City Launch Manager

Location: Indore (M. P.)

**Job Responsibilities:**

* Responsible for ensuring smooth overall hub operations as per operational standards.
* Handling team of more than 25 people in the assigned territory.
* Plays the pivotal role for driving all sales and ops team of the area/ city towards the goals and mentor all stake holders and teams to achieve the KRAs and KPIs of the process.
* Responsible for coordinating and implementing of new initiatives aimed towards continuous improvement of processes and exhibit strong leadership skills in handling cross functional teams.
* **Bharti Airtel Ltd.**

**From: Nov 2019 To Aug 2021**

Position: FRSM

Location : Ujjain (M. P.)

**Job Responsibilities:**

* Store handling and cash management of store.
* To plan meets for sub dealers and customers and conducting monthly review.
* To organize merchandising and marketing activities at market place.
* To ensure town wise value & volume planning for achieving monthly & yearly plan.

Skills

* Proficient in office utilities like MS-Word, MS-Excel, MS - Powerpoint, etc.
* Working as a City Representative in Robin Hood Army for Ujjain chapter.
* Working knowledge of Accounting Packages (Tally ERP 9).
* Strategic planning in new product launch.

Awards and achievements

* Got certificate from **National Headquarter** as a best performer at national level .
* Scored 80% in **NQT** organized by **TCS.**
* Played K**ick-Boxing** at **State Level**.
* Awarded **Bronze Medal** in **Fencing** at **State Level**.
* Participated in Government campaign ‘MIL-BANCHO’ for government school benefits.

Personal details

* Name : Nikhil Sharma
* Father’s Name : Om Prakash Sharma
* Date of Birth : 20 May 1996
* Languages Known : English, Hindi
* Address : 17, Parswanath Parisar, Suraj Nagar, Ujjain (M. P.)