**RESUME**

**J.D.SARMA**

**Email Id :** **sharma1285@gmail.com**

**Mobile : (+91)-9133894018**

**A result-oriented and self motivated Professional having relevant exposure in Operations, Sales and Business Development with reputed organization. I believe that my excellent communication, interpersonal skills combined with flexible and detail oriented attitude have developed strong relationship management, leadership and organizational abilities.**

 **Leadership Skills :**

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|  **Building Alliances and Partnerships** **Market planning & Positioning** |  |  |

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| **Key accounts relationship &** **Managements****Business Development & Expansion****Sales Team Building & Leadership** |  |  |  |

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|  | **CAREER SUMMARY** |  |

* **Management Professional with 12.3 years of experience in managing Corporate companies, small scale business with strong focus on sales, customer relationships and strategic business development.**
* **Conceptually sound and business savvy professional, specializing in Business Development, Account Management of Regional Key Customers and Customer Relationships Management.**
* **Strength in Decision Making and interpersonal relations skills. Equally effective at corporate relationship building and team leadership.**
* **Ability to plan, organizes, coordinate and direct the work. Communicate ideas clearly and effectively both orally and in writing.**
* **An effective communicator with excellent relationship, management skills and strong analytical, problem solving and organizational abilities.**

**CORE COMPETENCIES**

**Business Development & Marketing :**

* **Analyzing and monitoring customer preferences focusing sales efforts for positioning new services and solutions.**
* **Analyzing information on customer satisfaction and feedback to develop an effective marketing plan.**
* **Plan marketing activities to achieve volume estimations and review effectiveness.**
* **Planning and implementing activities like sale promotions to increase visibility and thereby increasing revenue through various marketing activities.**
* **Representing the company at various trade conferences, public gatherings and meetings, increasing the brand visibility of the organization.**
* **Directing the team in ensuring customer satisfaction by maintaining excellent Turn Around Time (TAT) for delivery & service quality norms.**

**Key Account Management:**

* **Planning for and managing key accounts for increased customer satisfaction and effective business relationships for repeat business.**
* **Keen stress on the profitability and organizational aspects of key account management that examines the leadership qualities and negotiation skills required for management of strategic accounts.**
* **Customized and timely solutions to requirements, maintaining excellent relations with key clients to generate avenues for all business verticals.**

**Strategic Management & Operations :**

* **Providing Guidance in organized and reliable sales Support, so as to develop reference able and satisfied customer base.**
* **Monitoring the work performance, appraise, provide feedback, impart knowledge, resolve conflicts, implement employee engagement and development/training plans and act as mentor.**

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|  | **EMPLOYMENT DETAILS** |  |
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| **Sr. Sales Executive**  |  | **Chennai & Hyderabad**  | **From September 2013 to April 2020** |
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**Reporting To: Cluster Manager**

**About Company:**

**Seashell Logistics Pvt Ltd is an Indian Based Company, Seashell Logistics is referred to as the most progressive and innovative companies in the Industry. Seashell Logistics has also been regarded as one of the fastest growing logistics companies in India . Emerging as a strong player in middle east / African Logistics arena SeashellLogistics has earned the faith and confidence of the customers in UAE and Middle East as a dependable Logistics Service Provider. carving out a niche in the Air Freight and Sea Freight market.**

**Noteworthy Contributions:**

* **Responsible for attaining established branch goals through active participation in sales management.**
* **Handling Exports and Imports (Commercial Shipments Like Granite, Agro Products, Machinery Spare parts Pharma, Ceiling Panel Boards, Bison Panel Boards ,Electronics and Personal items like Kitchen set and other sectars Etc)**
* **Responsible for business development, exploring and penetrating in each and every possible avenue of generating the business**
* **Use innovative prospecting techniques to ensure a strong pipeline.**
* **Develop, prepare and negotiate proposals & Meeting/Exceeding assigned sales activities and revenue targets**
* **Interact effectively with business and technical staff at clients or prospects throughout the sales process**
* **Managing the entire sales process from prospects generation, final revenue Payment collection to post-purchase Communication.**
* **Handled 15 FCL & LCL customers in different places with different commodities**
* **Develop and implement creative sales strategy by analyzing historical, current and future market trends**
* **Develop and continually enhance relationships with key corporate and business accounts**
* **Generating revenue and profit for the company as per sales achievement**
* **Follow up on day to day activities of the shipments and pending issues.**

**Responsibilities :**

* **Achieving efficiencies and driving costs down**
* **Managing & supporting new business implementations and project rollouts**
* **Comprehensive knowledge of logistical procedures and processes**
* **Knowledge of national and international import/export Freight negotiations with Shipping lines**
* **Organize shipments with branch offices, suppliers and customers.**
* **Shipment Tracking and updating the customer on timely basis**

**EMPLOYMENT DETAILS**

**From June 2009 – August 2013 :**

**Worked for KIMS Hospital Hyderabad as Stores Executive.**

**Reported to Stores Manager :**

**Checking the material in good condition and entering in the books and also entering in excel for stock verification.**

**Preparing and Updating the Stock Reports daily and Quarterly and Annually**

**Regular Physical Verification Of stock and Material**

**Purchasing and identifying the stock in the market**

**Preparing Quotations and invoicing for the bills**

**Educational Qualification :**

* **M..B.A 2009 Passed out from (Jawaharlal Nehru Technological University Hyderabad (VBIT))**
* **B. Com 2007 Passed out from (Acharya Nagarjuna University)**
* **Intermediate 2004 Passed out from (Board of Intermediate Telangana)**
* **SSC 2002 Passed out from (Board of Secondary School of Education Telangana)**

**Achievements :**

1. **Achieved Best Sales Performance AWARD for 2015- 2016**
2. **Achieved First in Business Quiz Award for 2008 at State Level**

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|  |  | **PERSONAL DETAILS** |
| **Date of Birth** | **:**  |  **22-12-1984** |
| **Marital Status** | **:** | **Married** |
| **Languages** | **:** | **English, Hindi & Telugu** |
| **Address** | **:** | **Flat No:404,Sai Surya Apts , Rajeev Nagar Park Road No:3,Near Yousufguda,** |

 **Hyderabad (TELANGANA)**

**Declaration**

**Current Salary : 4.50 Lakhs P.A**

**I hereby declare that the information furnished above is true to the best of my Knowledge.**

**Yours** **faithfully**

**Place: HYDERABAD (J.D.SHARMA)**