



Piyush Sharma

Present Address : 208/209-A, Panchwati Colony, Ghaziabad, (UP)

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Objective: To challenge the limits of my potential in order to enhance my skills, thereby adding Value to the organization. The Endeavour is to be a key contributor to the Organization's vision and goal in the long term.

Professional Skill Sets: Technically competent with about 6 years of experience in Business Development, Key Account Management, Vendor Management and Sales. Proficient in managing the client with a proven ability to increase the sales and revenue of the organization with a positive and confident attitude, focused, result oriented And willing to relocate.

Work Experience:

Mar 2018 to Mar 2020 **Make My Trip , Gurugram**
Current Profile:

Mar 2018 - Mar 2020 : Key Account Manager (Corporate Sales)

Process Details: **Make My Trip Limited** is an indian online travel company founded in 2000. Headquarters in Gurugram, Haryana.

Core Responsibilities:

- Gaining long term services commitments from assigned accounts.
 - Achieving business plan targets whilst maximising profits at the desired margin.
 - Developing client relationships at a senior and administrative level.
 - Prioritising a highly varied workload.
 - Planning and developing bespoke sales strategies.
 - Acting as the link between the client's and the company.
 - Communicating business relevant information and providing structured feedback to senior management.
 - Utilising marketing resources to drive account retention and growth.
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July 2016 to Aug 2018

**Super Engineering Works, Ghaziabad
Last Profile:**

July 2016 – Aug 2018 : Business Development Executive

Process Details: Super Engineering works is a global provider of wide collection of industrial machinery, which is widely demanded by various industries for the proper functioning of their production process.

Core Responsibilities:

- Able to identify and qualify potential new clients.
- Experience of and able to communicate effectively with key decision maker.
- Sold company product & services and achieve a defined sales target.
- Identifies customer needs and developed value added proposition proposal and pricing.
- Deals with National/ International clients.
- Good Knowledge of Handle Online Portals /Quotation making.
- Maintain the relational networking circuit in the market.

Nov 2014 to July 2016

**Paytm , Noida
Last Profile:**

November 2014 – July 2016 : Associate Operation (Product Escalation)

Process Details: Paytm is an indian e-commerce payment system and digital wallet company based out of NOIDA SEZ, India.

Core Responsibilities:

- Handle Customer escalations , related to any product and services.
- Resolve client issue's within the timeline or TAT.
- Escalating and resolving client issue's and complaints on operational level.
- Good knowledge on Zendesk and Salesforce Software.
- Experience of working to targets

Training:

- **Management Training** : Executive Management Certified From NIIT
- **Software Training** : Sales Force, Zendesk, SAP, Medical Manager, etc
- **V&A Training** : Voice & Accent Training From NIIT

Education:

- Post Graduate (MCA) 2015 (PTU)
- Graduate (BCA) 2012 (CCS University)
- XII from CBSE Board 2009 (DDPS)
- X from CBSE Board. 2007 (DDPS)

Personal Information:

Father's Name	: Mr. Jagmohan Sharma
Date of Birth	: 10 th Oct 1991
Current Address	: 208/209-A, Panchwati Colony, Ghaziabad
Gender	: Male
Marital Status	: Unmarried

Declaration:

I hereby declare that all statements mentioned above are true, complete and correct to the best of my knowledge.

Place:**Date:**