**Sameer Khurana**

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**B2B SALES & MARKETING | ACCOUNT MANAGEMENT | TEAM BUILDING & MANAGEMENT**

**Location Preference:** *Delhi/NCR*

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| --- | --- | --- |
| **Core Competencies**  **Sales & Marketing**  **Revenue Generation**  **Sales Planning**  **Team Building & Management**  **Reporting & Documentation**  **Process Improvement**  **Operational Excellence**  **Performance Management**  **Business Strategy & Execution**  **Training & Development** |  | **Profile Summary**   * A Marketing Management Post Graduate with over **8 years** of experience in Sales Strategy, Business Development, Key Account Management, Product Promotion and Channel & Team Management. * Currently working as **Regional Head** with **ENS Enterprises Pvt Ltd.** (Shopify Authorised Developer) profile of Account & Team Management * Expertise in developing managerial bandwidth, improving productivity, strategizing on **Key Account Management**, Sales & relationship management functions, coordination with internal & external departments for glib business operations and profitability. * Possess excellent interpersonal, communication and organizational skills with proven abilities in **training & development**, customer relationship management and planning and imparting same set of values and establishing a team with common organizational goals. * **Effective leader** with excellent motivational skills to sustain growth while motivating peak individual performances for skill excellence |

**Career Graph**

* **Company Name –ENS Enterprises Pvt Ltd.(Shopify Authorised Developer)**

Duration :- Sept 2019 To Till Date

Designation :- Regional Head

* **Company Name –Epage Digital Media Pvt Ltd.**

Duration :- Dec 2018 To Sept 2019

Designation :- Regional Head

* **Company Name – Times Internet Limited(Times Of India)**

Duration :- Dec 2016 To Nov 2018

Designation :- Senior Sales Officer L2

* **Company Name – Digital Vision Pvt Ltd**

Duration :- Sept 2014 To Nov 2016

Designation :- Business Development Manager (Sales)

* **Company Name – Pensa Media Pvt.Ltd**

Duration :- Dec 2013 To Aug 2014

Designation :- Business Development Manager (Sales)

* **Company Name – Indiamart Intermesh Ltd.**

Duration :- Jan 2011 To Nov 2013

Designation :- Assistant Manager In corporate Sales

**Organisational Experience**

**Strategy-**

* Formulating corporate goals, developing business plans for accomplishment of team target and aim of the  organization.
* Conceptualizing and implementing competent strategies with a view to penetrate new business and expand the existing business.
* Managing the overall functioning of processes and implementing adequate measures to maximize customer satisfaction level.
* Supervising all the major marketing activities including collateral mailing promotions .
* Strategizing business decisions and designing business models.
* Analyzing marketing trends, tracking competitor’s activities and providing inputs for product enhancement

**Revenue-**

* Driving *sales* of E- Page across all industries with focus on profitability and per person productivity.
* Planning & forecasting revenue plans for the assigned clientele and industry.
* Identification and mapping of potential clients in the given set of accounts to increase revenue by cross sale & upsell.

**Team Management-**

* + Engaged in introducing strategic intervention right from new hire to production
  + Leading, training & monitoring performance of the team members to ensure efficiency in operations.
  + Creating and maintaining healthy & learning environment ensuring the creative & operational development of employees.
  + Taking adequate measures for maintaining balance between the available resources and the requirement,  meeting pre-set revenue / profitability norms.
  + Mentoring and monitoring performances of the team members to ensure efficiency in process operations  and meeting individual and group targets.

**Key Account Management-**

* Need analysis of the clients and developing customized solutions to cater the needs.
* Formulating standard operating procedures by studying the requirement, level, activities & reporting formats
* Heading the negotiation and finalizing Contracts & Agreements procedure for financial transactions.
* Credit Management with the Finance and Accounts Department.
* Conducted training as per Client/Key Accounts requirement for team members using interactive discussions and hands-on approaches to help members learn and apply concepts while handling the client
* Identified training needs across levels through mapping of skills and analysed existing level of competencies; understood soft skill training needs and customized training module accordingly so that best of customer service can be delivered
* Interacted with client for requirements gathering & scoping and provided first line customer support by answering queries & resolving issues
* Mentored cross-functional teams by setting higher expectations and initiated individual member liability for meeting the set targets on time

**Academic Details**

* Graduation: Bachelor Of Arts From Delhi University
* Class 12th from CBSE.
* Class 10th from CBSE Board.

**Personal Details**

**Date of Birth :** 25th April1983

**Languages Known :** English, Hindi & Punjabi

**Status :** Married

**Father :** Sh. Prem kumar khurana

**Address :**  KG-3,VikasPuri, Delhi-110018.

**Nationality :** Indian