



SHEKHAR SHARMA

Date of birth: 29/7/1991

Nationality: Indian

CONTACT

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ABOUT ME

Dynamic sales professional with over 5 years of experience in the Consumer Electronics industry. Known for consistently surpassing sales quotas and fostering long-lasting client relationships. Expertise in:

- Product Knowledge
- Customer Relationship Management
- Sales Technique
- Technical Proficiency
- Market Awareness, Communication Skills, Negotiation Skills, Time Management, Adaptability, and Team Collaboration.
- Previous roles include Sales Representative, where achievements include:
 - Exceeding Sales Targets
 - Customer Satisfaction
 - Market Expansion
 - Training and Development
 - Market Research and Analysis
 - Cross-selling and Upselling.
- Eager to leverage expertise to drive results and contribute to a dynamic sales team.

WORK EXPERIENCE

1/3/2020 – 25/2/2024 Abu Dhabi , United Arab Emirates

● Sales Executive Vivo DXG Electronics

- Greet Customers & Evaluating their needs
- Selling to Customer needs
- Generating Leads
- Meeting Sales Goal
- Maintaining Customer Records
- Monitoring Competitor Activities
- Brand Awareness

25/10/2018 – 31/1/2020 Abu Dhabi , United Arab Emirates

● Sales Executive Huawei Technologies

- Identifying Potential Customers
 - Building Relationships with Existing Customers
 - Presenting Products Features
 - Providing Post-sale Support to ensure customer satisfaction
- Achieving Sales Targets
- Staying updated on industry trends and Competitors

1/10/2009 – 31/10/2010 Dehradun , India

● Management Information System Pratham Education Foundation

- System Management
- Data Management
- User Support
- Information Analysis
- System Enhancement

EDUCATION AND TRAINING

2008 – 2012 Karnataka , India

● Bachelor's in Science in Information Technology Kuvempu University

1/3/2010 – 30/9/2011 Dehradun , India

● Higher Diploma in Software Engineering National Institute of Information Technology

1/2/2008 – 31/3/2009 Dehradun , India

Higher Secondary School Central Board of Secondary Education

LANGUAGE SKILLS

MOTHER TONGUE(S): Hindi | Nepali

Other language(s):

English

Listening B1

Reading C1

Writing C2

Spoken production B2

Spoken interaction B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Microsoft Excel | Microsoft Word | Zoom | Microsoft Powerpoint | LinkedIn | Google Drive | Skype | Facebook
k | Google Docs | Instagram | Power Point | Gmail

DRIVING LICENCE

Driving Licence: B 2022 – 2024

HOBBIES AND INTERESTS

Sports or Fitness Activities

Cycling
Swimming
Trekking

Tech-related Hobbies

Softwares
Hardware
Networking

Volunteering

Helping Others
Caring for elderly individuals

ORGANISATIONAL SKILLS

Good Time Management, Adaptability, Customer Service, Goal Oriented, Hard Working