



Suraj Sharma

Marketing & Sales Management Trainee

Sales | Account Management | Lead Generation | Social Media Evangelist

EDUCATION

PGDM - Marketing & Media

International School of Business & Media

07/2017 – 03/2019

Pune

Bachelor of Commerce

Pune University

06/2013 – 05/2016

Pune

Diploma - Civil Engineering

Pimpri Chinchwad Polytechnic

06/2007 – 06/2010

Pune

WORK EXPERIENCE

Management Trainee

HARMAN International

04/2019 – Present

Pune

Roles & Responsibilities

- Responsible for achieving Sales Target/Plan for assigned India region. Works with RSM /NSM to provide support to Harman Pro's authorized dealers & their network to generally achieve financial targets for "Channel & Retail sales of Audio-Video-Lighting Systems" business in India & conduct regular trainings & roadshows in the assigned territory.
- Generating data to help conduct Campaign & provide Technical support. Create required Brochures & Data for the Products, generate data about products on Websites, help generate trust with Dealers, work with partners to resolve their products doubts and help achieve the target. Mentor a team of sales specialists for the south & west region (5 states) to achieve sales target
- Work with the internal team to understand and create packaging for new products to enhance safety during transportation. Create weekly report on SKUs.

Management Intern

Mondelēz International

04/2018 – 06/2018

Pune

Roles and Responsibilities

- Handling various established Retailers & Wholesalers and providing service for developing a healthy relationship.
- Lead Generation of new retailers to enhance business
- Physical visits with PC to outlets running low on VPO target

Sales Associate

Nirman Agency

07/2010 – 10/2012

Roles & Responsibilities

Pune

- Prepare documents such as representation contracts, purchase agreements, closing statements, leases, and deeds. Accompany buyers during visits to and inspections of property, advising them on the suitability and values of the homes they are visiting based on current market conditions.
- Conduct quarterly seminars and training sessions. Increasing average selling price by 16% annually. Keen focus on Middle East territory. Promoting sales of properties through advertisements, open houses, and other online advertising platforms.

SKILLS

Lead Generation

Marketing

Research

Client Relationship Management

Brand Positioning

Account Management

B2B Sales

Field Sales

Qualification Questioning

MsExcel

MS PowerPoint

PERSONAL PROJECTS

1. Project on creation of a product for marketing aspect, product to be developed 'Dark Chocolate' (salted Dark Chocolate) at ISB&M
2. Project on "Situation analysis of FastTrack" at ISB&M
3. Short Film on "Mother Of Orphans" (Sindhutai Sabkal)

LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

Marathi

Native or Bilingual Proficiency

INTERESTS

Reading

Travelling

Music