



Lalit Sharma

EXPERIENCE –

Aug 2024 – Present

Sales Manager Parallel Dots Technology Pvt. Ltd. | Gurgaon, India

Lead and manage a team of sales representatives to meet and exceed sales targets.

Develop and implement effective sales strategies to drive revenue growth and market share.

Oversee the sales pipeline, forecasting, and reporting to senior leadership.

July 2023 – Aug 2024

Business Development Manager Vision IAS (AjayVision Education Pvt. Ltd.) | Jhansi, India

- Identified potential clients, built relationships, and negotiated contracts.
- Maintained a database of existing customers and prospective leads.
- Leveraged cold calling, in-person visits and referrals to build leads.
- Developed short-term and long-term vision and strategy to achieve targeted sales objectives.
- Researched target markets to understand the needs of current and potential customers.
- Analyzed customer feedback to identify areas for improvement in products and services offered.
- Monitored competitors' activities, prices, products, and services in order to stay ahead of the competition.

January 2021 - May 2023

Sales Manager Dangwals Traders | Agra, India

- Generated reports on weekly, monthly, quarterly basis detailing regional sales metrics such as revenue goals achieved or missed targets.
- Developed strategies and plans for regional sales growth.
- Met regional sales objectives by developing and implementing promotion strategies, coordinating sales team and servicing key accounts to fortify business relationships.
- Analyzed regional market trends to discover new opportunities for growth.

May 2019 - December 2020

Business Development & Sales Associate Karsholiya Enterprises | Agra, India

- Helped customers find specific products, answered questions, and offered product advice.
- Greeted customers and provided exceptional customer service.
- Engaged customers in friendly, professional dialogue to determine needs.
- Worked with fellow sales team members to achieve group targets.
- Developed promotional strategies to increase sales volume.
- Attended weekly team meetings to review performance goals and objectives.
- Analyzed customer feedback data to recommend improvements in service quality.

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SUMMARY

Accomplished Sales Manager offering high performance leading development and implementation of superior sales strategy. Proven track record of identifying and creating profitable business opportunities, qualifying authentic prospects and cultivating strong partnerships. Demonstrated expertise in team leadership and development.

Organized and motivated employee eager to apply time management and organizational skills in various environments. Seeking entry-level opportunities to expand skills while facilitating company growth.

Forward-thinking, enhancing sales and client-relationship management. Talented at strategically pursuing new business opportunities and capitalizing on emerging market trends.

Exceptional business acumen and history achieving remarkable channel growth with results-oriented approaches.

SKILLS

- Promotional Planning
- Decision-Making

- Lead Generation
- Business Development
- Customer Service
- Sales Leadership
- Sales and Market Development
- Competitor Monitoring
- Event Planning
- Market Understanding
- Team Collaboration
- Team Leadership
- Strategic Business Planning
- Market Research
- New Business Development
- Relationship Building and Management
- Closing Abilities
- Brand Promotion & Creating Brand Value
- Marketing Survey and Observations

February 2018 - April 2019

Assistant Manager Foreign Exchange (SPE) | Mathura , India

- Participated in weekly strategy sessions with executive leadership team to brainstorm new ideas for growth initiatives.
- Communicated with repeat customers to build long-term relationships.
- Assisted in developing promotional campaigns aimed at increasing brand awareness among target audiences.
- Worked with marketing department to prepare campaigns for lead generation.
- Established strong relationships with key customers by providing timely responses to inquiries, addressing concerns and resolving issues quickly.
- Developed and implemented effective sales strategies to increase revenue.
- Managed a team of 5 inside sales representatives, providing guidance, coaching and training.

EDUCATION AND TRAINING

December 2021

MBA | Marketing And International Business
U G I (Lucknow University), Runukata, U P

June 2018

Bachelor of Science | P C M
Shri B B Degree College , Shamshabad

May 2015

Intermediate | P C M
PT. S J P Inter College , Agra

May 2012



High School Diploma
J M P S , Agra

Managing Project On Brand Value Promotion And Marketing Research

Camshe

Creating Brands & Sales Promotions
Asfire & Afreet

LANGUAGES

English:	B2	Hindi:	C2
			
Upper Intermediate		Proficient	

OFF ROLE WORKS

Management of Team Leading for Sales and Marketing Training.
Lead Team of 50+ individuals among two different regions for Sales and

PERSONAL INFORMATION

- Married
 - DOB - 04/03/1996
 - Having Two-wheeler Driving Licence
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HOBBIES

- Love to Interact with New Ones.
- Love to Write, Personal Quotes.