

AMIT SHARMA

TOP MANAGEMENT PROFESSIONAL—VICE PRESIDENT - SALES



MBA (Sales and Marketing) from IIM Ahmedabad with expertise in Sales & Marketing and Business Development

Proficiency in formulating, developing and implementing yearly business strategies to ensure attainment of revenue goals and profitable sell-through

Strategic Planning

Sales & Marketing

Key Account Management

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- ▶ An accomplished professional with consistent success of over 17 years in achieving sustained revenue and profitability growth in dynamic & changing markets
- ▶ Currently working as Vice President – Sales with Tata Industries Ltd.; leading teams for businesses worth US\$ 100 million in revenues per annum; driving sales, marketing and growth strategies for all India
- ▶ Collaborated with sales, marketing and other key stakeholders to understand customer insights and executed customer centric market/sell plans and programs, which increased the sales and margin growth by 60%
- ▶ Awarded "Top Sales Leader of the Year" in 2014 with INR 80 Crores net team sales achievement, closed the year at 30% to annual quota
- ▶ Successfully managed P&L responsibility for 15 years and cultivated excellent relationships with new prospects & existing customers
- ▶ Grew revenue and profitability by double-digits in 2013; launched start up business that grew from US\$ 0 to US\$ 5 million in just 6 months
- ▶ Formulated plans, translated product & business strategies into executable channel plans and drove implementation in western region with a team of 18-20 members
- ▶ An effective leader with excellent communication, negotiation and relationship building skills

Key Skills

P&L Management

Revenue & EBITDA Growth

Key Account Management

Business Strategy & Execution

New Business Development

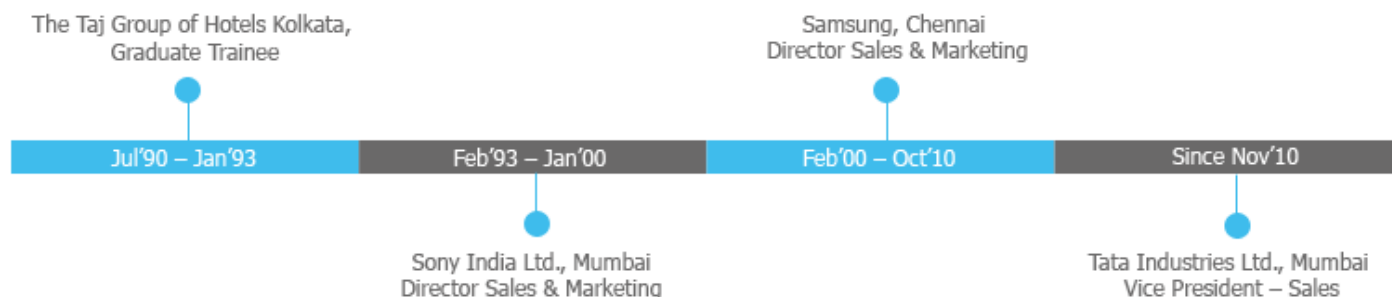
Strategic Alliances & Partnerships

Profit Centre Operations

Sales & Marketing

Team Building & Leadership

Career Timeline



Education



MBA (Sales & Marketing Management) from IIM, Ahmedabad in 1997
Bachelor of Commerce from Mumbai University in 1994

Soft Skills



Communicator



Collaborative



Thinker



Innovative

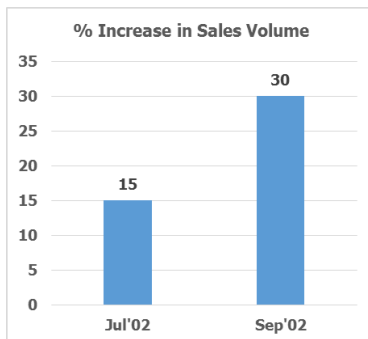


Intuitive

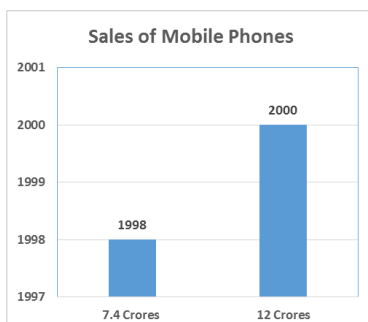
Nov'10 till date



Feb'00 – Oct'10



Feb'93 – Jan'00



Tata Industries Ltd., Mumbai as Vice President – Sales

Full P&L and operational responsibility of the group. Overseeing 800 employees and 10 direct reports spanning across 5 locations in India, 3 in Singapore and 1 in China. Heading top-line and bottom-line revenues for all SBUs.

Significant Achievements:

- Formulated and executed go-to-market strategies that leveraged tremendous opportunities of growth in revenue from US\$ 15 million to US\$ 30 million for electrical products in ASEAN regions
- Created an exceptional business plan, organization and sales and marketing infrastructure for western and eastern region which maximized team effectiveness and allowed quick rollout of programs and products growing international sales from INR 20 Crores to INR 70 Crores in a short span of 4 months
- Established sales distribution channels in over 3 countries, contributing 80% of the company's sales revenue
- An integral part of the National Leadership Core Management Team
- Doubled revenue in 5 years while producing 3 times the profits of the comparable companies
- Organized and implemented new product launches with distributors, tracked and addressed sales performances

Samsung, Chennai as Director Sales & Marketing

Developed, reviewed and reported on the business development division's strategy, ensured the strategic objectives were well understood and executed by the team. Impacted organization profitability through effective strategic and tactical management decisions and new business development.

Significant Achievements:

- Launched new technology generating business resulting in INR 20 Crores increase in revenues
- Surpassed year-on-year sales quota from 15% to 30%, closed at an INR 50 Crores overall net sales from Jul'02 to Sep'02
- Developed strategy and roadmap for organization's International expansion
- Conceptualized and developed new business strategies which led to an increase in business worth INR 70 Crores
- Led innovation and optimization across channels to continuously improve/enhance company offerings and customer experiences
- Allocated budgets to support channel partner programs, identified and nurtured key solution providers for leveraging channel strategy

Sony India Ltd., Mumbai as Regional Sales Manager

Drove business and ensured sustained growth, focused on achieving /surpassing sales targets; expanded business reach and created new sales / leads opportunities.

Significant Achievements:

- Successfully increased sales of mobile phones from Rs. 7.4 crores to Rs. 12 crores in 1999– 2000; the highest increase amongst all regions
- Increased the corporate business by 37% to the tune of Rs. 7.75 crores as against Rs. 5.31 crores the previous year from the Western Region

Commenced career with The Taj Group of Hotels, Taj Bengal, Kolkata (Jul'90 – Jan'93); was part of the graduate training programme