

# KAMAL SHARMA

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## Profile Summary

Experienced Sales Manager with a proven track record of closing visa and immigration deals. Skilled in social media marketing, successfully increasing visibility and engagement through Instagram ads. Led a team of 20-25 in operations and sales ensuring target achievement and performance monitoring. Recognized for exceptional leadership, resulting in a promotion after 3 years as a Finance Officer Sales. Excelled in team management, customer service, and risk analysis, earning multiple certificates for fraud prevention. Thrived in finance sourcing for consumer durable products, achieving best performer awards for surpassing targets. Adept in sales strategy, market analysis, and POS, contributing to business growth and customer satisfaction.

## Key Skills

- Staff Management
- Sales team training
- Relationship Management
- Team Leading
- Team Management
- Customer Relationship
- Client Management
- Team Coordination
- Team Handling
- Sales Management
- Marketing Management
- MS Office
- Google
- Risk Management
- Sales Planning
- Strategic Thinking
- Spreadsheets
- Excel
- Production Supervising
- Problem Solving Skills
- Performance Management
- Key account development
- Lead Generation
- Sales Tracking
- Sales Reporting
- Market Research
- New Business Development
- Bilingual in Hindi English and Punjabi
- Salesforce
- CRM Software
- Product Knowledge
- Team building
- Multitasking
- Teamwork and Collaboration
- Account Management
- Account planning
- Business Reviews
- Conflict Management
- Data Analysis
- Data Interpretation
- Presentations
- Distribution Management
- Market Research
- Field sales

## Work Experience

### Business Development & Sales Manager 11/2021 to Current Renee Immigration Study And Work Abroad Dehradun

- Developed and executed comprehensive sales plans to achieve quarterly and annual targets
- Led and mentored a high-performing sales team, fostering a culture of excellence and collaboration
- Built and maintained strong relationships with key clients and partners
- Identified and pursued new business opportunities, expanding the company's B2B and institutional sales portfolio
- Conceptualized and implemented social media marketing campaigns to enhance brand visibility and engagement
- Analyzed sales data and market trends to inform strategic decisions and optimize sales performance

#### Skills Utilized:

- Sales strategy and planning
- Team leadership and management
- B2B and institutional sales
- Social media marketing and advertising
- Client relationship management
- Data analysis and market research
- Sales performance optimization

### Team Lead-Sales 06/2019 to 10/2021

#### BAJAJ FINSERV

- Led and managed a team of sales officers to achieve sales targets and business objectives
- Developed and implemented sales strategies to drive revenue growth and market share expansion
- Conducted regular team meetings, training sessions, and performance reviews to enhance sales skills and productivity
- Analyzed sales data and market trends to identify opportunities and optimize sales performance
- Collaborated with cross-functional teams (credit, risk, operations) to ensure seamless customer onboarding and service delivery
- Identified and pursued new business opportunities, expanding the company's customer base and revenue streams
- Ensured compliance with regulatory requirements, company policies, and sales ethics
- Mentored and coached team members to achieve their sales targets and career goals.

### Finance Officer-Sales 05/2016 to 06/2019

#### BAJAJ FINSERV

- Generated new business leads and acquired new customers for Bajaj Finserv's financial products (loans, credit cards, insurance, etc.)
- Conducted financial needs analysis for customers and offered tailored financial solutions
- Built and maintained strong relationships with customers, dealers, and partners to drive sales growth
- Achieved monthly and quarterly sales targets, contributing to team and organizational objectives
- Collaborated with internal teams (credit, risk, operations) to ensure seamless customer onboarding and service delivery
- Maintained accurate sales records, reports, and customer data, ensuring compliance with company policies and regulatory requirements.

### Production Supervisor 09/2014 to 05/2016

#### Meenkashi creations

- Supervised and coordinated production activities, ensuring efficient and timely delivery of high-quality garments
- Managed and mentored a team of production staff, providing guidance, training, and performance feedback
- Implemented and maintained production schedules, workflows, and quality control measures
- Conducted regular inspections to ensure compliance with quality standards.
- Coordinated with other departments (design, pattern making, material sourcing) to ensure smooth production processes
- Maintained accurate records of production, inventory, and quality control
- Ensured compliance with industry regulations, labor laws, and company policies.

## Education

<b>B.Com - Commerce: Accounting and Business Management</b>	<b>06/2020</b>
Hemwati Nandan Bahuguna Garhwal University	Roorkee
<b>12th</b>	<b>05/2012</b>
Uttarakhand Board	Haridwar
<b>10th</b>	<b>05/2010</b>
Uttarakhand Board	Haridwar

## Languages

- Hindi
- English
- Punjabi

## Hobbies and Interests

- Travelling
- Bike Riding
- Photography And Trekking
- Adventure Sports
- Cooking