

Resume

Ankur Sharma

At : Malancha Road Kharagpur,

Po : Nimpura

Dist:Midnapur (West Bengal)

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Professional Profile

A candidate with better communication and complete computer skill with **8 years** of experience including both Sales And Marketing and also with working experience in reputed companies looking for a better opportunity and a leading company which is better for the coming generation and next growth and security in life.

Name of Company	Designaton	Working From
Country Vacation	Sales Executive	1 st January 2010 to 30 th Nov 2011
Bajaj Capital Insurance Broking Ltd.	Asst Manager – Marketing	01 st January 2012 to 01 st October 2017
GVR Insurance Bokers Ltd.	Zonal Manager Marketing	01 st October 2017 to till 30 th November 2018
Knowledge Planet	Stragetice Initiative Manager	01 st December 2018 to Till Now

Job Descriptions :

Bajaj Capital Insurance Broking LTD. - Asst . Manager – Marketing (Insurance & Financial Advising)

Marketing Activities:

- Managed entire product marketing cycle – Planning and applying the use of various sales strategies.
- Managed the budget of the marketing department.
- Initiated and coordinated advertising campaigns and promotional activities.
- Controlled all aspects of production line.

Market Research:

- Conducting frequent surveys among the customers regarding the requirements of products at present and estimating the requirements in the future.
- Analyzed current market trend and competitor information.

Country Vacation

Sales Executive (Rep)

Job Role:

- Organising sales visits
- Demonstrating and presenting products to UPS
- Establishing new business
- Maintaining accurate records

- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Aiming to achieve monthly or annual targets.

Other Responsibilities

Coordination with HR and Provide the zone wise attendance report of every month & cross checking from Bio metric mach in .

Awards and achievement

Received a Shining Star award for Best Operations Executive & Best Supporting member in Branch.

Academic Credentials

- Completed B.A from Shobit University in 2013.
- Completed MBA in Marketing from Global Teacher University in 2017 (Distance Education)

Technical Qualification

- Completed **Computer Assemble & Maintenance** from Atulmoni Vocational Polytechnic

Computer knowledge

- Certificate in Information Technology from NIIT (2008)
- Well versed with MS Office (Word, Excel, Powerpoint)

Key Skills

- Strategic planning and strategic leadership.
- Decisive: Capable of delivering quick solutions to the marketing challenges.
- Extensive work with all sources of media channels.
- Result oriented: Ability to achieve target within given time.

Personal Vitae

Name	:	Ankur Sharma
Father's Name	:	Sri Subodh Sharma
Date of Birth	:	16th June 1989
Permanent Address	:	Ward No-19, H.No-260, Near Lal Benglow, Malancha Road, Kharagpur 721304
Nationality	:	Indian
Religion	:	Hindu
Sex	:	Male
Marital Status	:	Unmarried
Languages Known	:	English, Hindi & Bengali

I, Ankur Sharma hereby dedare that the above information's are absolutely true & corred to the best of my knowledge.

Place : Kharagpur
Date :



Ankur Sharma