Chandradhar Sharma
Sales Manager
Business Professional (10+ Years Work Ex.) based in Mumbai, India
MBA Business Management (Major - Marketing), TBS Business School, India
Bachelor Degree – MCRPV Bhopal University, Bhopal , MP, India
Certification – CRM System at Ducat 2012, India.
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SKILL SET

Leadership

Decision Making and Risk Management

Business Development & Profit Center Management

Contract and Agreement

Strategies and Data Mining & Business Intelligence.

Inventory Management & Supply Chain

Project & People Management

Liaison & Coordination

SAP- SD; SAP- CRM

CORE COMPETENCIES

- A leader and Orator in Domestic Business with over 10 years of experience in Business Development, Trading & Sourcing, Customer/Result Orientation, People Management.
- Handling key accounts of $ 6 Million USD in Stainless Steel Flat products, Sheets & Coils.
- Demonstrated proficiency in travelling and increasing Domestic Market Share from 20 to 65% across Maharashtra, Gujarat, Delhi, Rajasthan & South India.
- Increased ROI, revived dead & lost customers, tapped new markets & prospects and established NEW PRODUCT.
- Hands-on experience in Marketing strategies, P&L, Budgeting, Material & Process Planning, Inventory Management and Handling Supply Chain
- Abilities in driving significant Technical Sales volume, channelizing the distribution & profits and bagging breakthrough orders.
- Successfully led key business initiatives & strategies to meet changing customer needs / expectations, thereby resulting into high level of customer satisfaction.
- Hiring, Training & Development- Domestic Sales Professional and Successful PMS.
- Developed & implemented, strategy to set up IMR ARC STEEL INDIA Sales & Marketing

ORGANIZATIONAL EXPERIENCE

Pt. IMR Arc Steel Ltd - Sales Manager- Mumbai, India **March, 2020 - Till Date**

Pt. IMR Arc Steel Pvt Ltd is one of the renowned Stainless Steel 2B Coils Manufacturer and Strategic Sales Partner of Pt. Tsingshan Indonesia Group for Indian Market.

- Business leader for Stainless Steel Coils & Sheets (Cold Rolled & Hot Rolled Products), Manufacturing, Sourcing and trading, revenue generation, risk management, cost analysis and new product development & positioning.
- Mapping Supply and Market Demand and implement pricing strategy for continuous improvement and profit maximization.
- Conducting statistical business analysis and trend analysis to determine potential growth, business needs & process requirements.
- Tracking & analysing the activities of the competitors, studying market trends, suggesting modifications in the existing sales & marketing techniques.
- Building Strong Bonding with Strategic Business Partners to generate sales, ensure repeat business, long term commitment and build trust and loyalty.
- Ensuring smooth presales and post sales activities and ensuring our action match with client expectation and proposing necessary changes if any gaps observed.
- Conducting statistical business analysis and trend analysis to determine potential growth, business needs & system requirements; designing sales performance goals and monitoring performance on a regular basis.

M/s Joy Reap Metal – Sales Manager **Jan, 2019 - November, 2019**

- Joy Reap Metal is a part of Genius Group China which involved in steel trading business since last 30 years.
- Genius Group China is renowned name in Steel Trade across the globe, they're selling steels 10 Lakhs MT Annually.
- Charting out strategies for ROI and ROS for in domestic markets. Implementing customer centric approach while addressing client priorities.
- Budgeting and Forecasting, assessing the sales trend & different trade promotion schemes for the business partners.
- Data Mining, Analyzing competitor activities & products and Market & Business Intelligence.
- Risk Management- Credit Management and maintaining healthy realizations.
- Inventory & Stock Management and Process Planning and Channelizing the Distribution for material flow inward and outward.

M/s. Laxcon Steel Ltd – Asst Sales Manager **June 2016 – December 2018**

- Responsible for Domestic Business development and Handling Existing Customer of Maharashtra region.

M/s. Viraj Profiles Ltd, - Junior Manager Sales **July 2013 – May 2016**

- Responsible for Domestic Business development, since Viraj Profiles first time selling in Domestic Market, had penetrating various levels of customers.
- Reporting – Sales Manager, VP Sales.

ACADEMIC DETAILS

- PGDM (MBA) in Marketing & IT from Taksila Business School (AICTE Approved), Greater Noida, in 2013 with 75%
- Under Graduate (BCA- Computer Science) –MCRPV Bhopal University, Bhopal MP, University in 2011 with 67%
- 12th from SIBS National School, Bhadohi UP, affiliated to UP Board in 2008 with 54%
- 10th from SIBS National School, Bhadohi UP, affiliated to UP Board in 2006 with 60%.

CERTIFICATION- TRAINING- CONFERENCES- EXHIBITIONS

- Represented and participated in Bright Bars & Wire Road Exhibition, Mumbai- 2014-2015.
- Represented and participated in exhibition at Stainless Steel Wire/ P&T 2015/2016/2017/2018.
- Participated in summer training to do Survey of MSIL Suzuki for Market share of swift D'zire.
- ERP Workshop Certification- Certified by Ducat.
- Participated in Live website launching Program.

ERSONAL DETAILS

Date of Birth:	10st July, 1992
Languages Known:	English and Hindi
Marital Status	Married
Present Address:	Flat No 903, Petra Tower , Off LBS Road, Near Joy Home, Bhandup West, Mumbai - 400078
Permanent Address:	Village -Rampur, SRN Bhadohi, UP, India- 221401.