



ABOUT ME

A leader and Orator in Domestic Business with over 11 years of experience in Business Development, Trading & Sourcing, Customer/Result Orientation, People management.

CORE COMPETENCIES

- 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

CHANDRADHAR

SHARMA

Sales Manager



Mumbai - 400078, India



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WORK EXPERIENCE

PT. IMR ARC STEEL

Indonesia

March 2020 Present

Business Development Manager - Sales

- Spearheaded business development for Stainless Steel Coils & Sheets, focusing on manufacturing, sourcing, trading, and revenue generation.
- Developed pricing strategies to align supply with market demand, ensuring continuous improvement and profit maximization.
- Monitored competitor activities and market trends to refine sales and marketing techniques.
- Strengthened relationships with strategic business partners to drive sales, foster repeat business, and build trust.
- Ensured seamless pre-sales and post-sales processes, aligning actions with client expectations while addressing any gaps.
- Led revenue growth for SS Coils & Sheets in Indian market

JOY REAP METAL

CHINA

Jan 2019 - Nov 2019

Business Development Manager- Sales

- Joy Reap Metal, a subsidiary of the globally recognized Genius Group China, excels in steel trading with a legacy of 30 years and 10 Lakhs MT sales annually.
- Developed strategies for ROI/ROS in domestic markets
- Implemented customer-centric approaches for client priorities
- Led budgeting, forecasting, and sales trend analysis
- Managed inventory, distribution and competitor data analysis

SKILLS

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

LANGAUGES

ENGLISH

HINDI

PERSONAL DETAILS

DATE OF BIRTH

10 Jul 1992

NATIONALITY

Indian

MARITAL STATUS

Married

LAXCON STEELS LTD DELHI, INDIA

JUN 2016 - Dec 2018

Asst. Manager - Sales

Responsible for Domestic Business development and Handling Existing Customer of Maharashtra region.
Boosted regional sales by acquiring new domestic clients
Strengthened customer relations, increasing retention rates
Expanded market presence within Maharashtra region
Achieved significant revenue growth through strategic sales plans

VIRAJ PROFILES LTD BOISAR, INDIA

JUL 2013 - May 2016

Junior Manager - Sales

Spearheaded domestic business development, successfully establishing Viraj Profiles' presence in the domestic market for the first time, and engaging with multiple customer levels.
Spearheaded domestic business expansion initiatives
Secured initial sales in new domestic market
Engaged customers across various levels effectively
Achieved significant market penetration domestically

EDUCATION

TAKSILA BUSINESS SCHOOL

Greater Noida
2013

PGDM (MBA) MARKETING & IT

MCRPV BHOPAL UNIVERSITY

Bhopal
2011

Under Graduate (BCA-COMPUTER SCIENCE)