

Akash Sharma

Manager Sales at Shriram Properties Ltd

PROFILE • ABOUT ME

Sales and marketing enthusiast seeking opportunities to learn, grow, and contribute to the success and expansion of an organization.

EDUCATION

Master of Business Administration Completed June 2020
Balaji Institute Of Management And Human Resource Development
Sri Balaji Society – Marks 64%, Division I, Maharashtra

Bachelor of Engineering / Bachelor of Technology, Electronics And Communications Completed April 2015
Bharat Institute Of Technology
Uttar Pradesh Technical University – Marks 61%, Division I
Meerut, Uttar Pradesh

WORK EXPERIENCE

Shriram Properties Ltd December 2024 - Current
Manager Sales
Pune, Maharashtra

- Led key initiatives to grow SPL presence in the South Pune by strengthening Channel Partner relationships and driving high-impact sales and marketing activities.
- Successfully onboarded 32+ walk-in CPs and 7 booking CPs for SPL, marking a first-time milestone in the Pune South region.
- Co-led the launch of Codename Superstar, generating 20.85 Cr in revenue and surpassing sales targets.
- Activated 46+ new CPs under the joint business plan, boosting channel strength and market reach across the South.

Mahindra Lifespace Developers Ltd November 2022 - November 2024
Senior Sales Executive
Pune, Maharashtra

CONTACT INFO

 91.7599012344
 iamakash009@gmail.com
 Maharashtra

AWARDS & HONORS

- **Best PAN India Sourcing Sales Award (Q1Y2024)** at Mahindra Lifespace Developers Ltd.
- **Excellence Award, RCP** at Mahindra Happiness Tathawade.
- **Best Performer (CLUB50)** at Puraniks Builders Pvt Ltd during the Earth Collection Campaign.
- **Best Performer (Gold Medal) and Best Team Leader** at Times of India.
- **Ranked as the Top Business Presenter** among 1,000 students at the Sri Balaji Society Induction.

SKILL

- Strategic Sales Planning
- Channel Sales & Distribution Management
- Business Development and Relationship Building
- Team Leadership
- Customer Service and Negotiation
- Territory Management

COMPUTER PROFICIENCY

Salesforce
Iris Software Solutions

INTERNSHIPS

- Expanded market reach and supported strong business growth by developing and managing a 160+ channel partner network across Tathawade and major nearby markets.
- Successfully identified and activated 33 unique booking channel partners, demonstrating strong business acumen and maximizing revenue-generating opportunities.
- Successfully launched two real estate projects within a two-year period, collaboratively generating approximately 117 Cr in revenue and exceeding projected sales goals.
- Developed and executed impactful sales campaigns, implemented effective marketing strategies, and provided comprehensive sales support to channel partners, driving lead generation, conversions, and overall sales performance.

Puranik Builders Pvt Ltd

Associate Channel Sales Manager

Pune, Maharashtra

August 2020
- October 2022

- Generated revenue growth and expanded business channels by implementing effective distribution and channel management strategies.
- Identified and activated new sales channels, increasing market reach and driving new business opportunities.
- Developed and delivered comprehensive training programs for channel partners, equipping them with the knowledge and skills to effectively promote and sell products/services.
- Facilitated digital partner meetings to communicate updates, share best practices, and foster collaboration among channel partners.
- Leveraged CRM software to analyze sales data, identify trends, and optimize sales strategies for increased effectiveness.

Robo Shack Microtronics Pvt. Ltd.

Business Development Executive

Meerut, Uttar Pradesh

September 2016
- May 2018

- Strategize and Execute Business Development Plans
- Build and Nurture Relationships
- Sales and Revenue Growth
- Manage Client Engagements
- Monitor and Report Performance

EXTRA CURRICULAR ACTIVITIES

- Community Volunteer with United Nations Volunteers India.
- Organizer for High Tea events and Channel Partners Meet at Mahindra Happinest Tathawade and Mahindra Crown and Mahindra Citadel.

CavinKare

Sales Trainee

Nagapur, Maharashtra

February 2020
- March 2020

- Sales and Distribution Handling
- Business-to-Business Sales
- RSSM Handling
- Territory Management

The Times Of India

Sales and Marketing Intern

Mohali, Punjab

May 2019
- June 2019

- Field Sales
- Direct-to-Consumer Sales

PERSONAL INFORMATION

Father's Name:

Mr. Kuldeep Sharma

Marital Status:

Single

Birthday:

March 19, 1994

Nationality:

India

Gender:

Male

- Organizer for Digital Channel Partners Meet at Puraniks Tokyo Bay and Puraniks Abitante Fiore.
- Organizer for the Product Launch of Cavinkare Chik Mendhika in Nagpur.

DECLARATION

I, Akash Sharma, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Akash Sharma

, Maharashtra