

# TUSHAR SHARMA

Agency Development Manager



## PERSONAL INFORMATION

### Email

tusharsharma95558@gmail.com

### Mobile

(+91) 7011517124

### Total work experience

1 Year 9 Months

### Social Link

<https://www.linkedin.com/in/tushar-sharma-72b016231/>

## KEY SKILLS

Channel Sales

Competitor Analysis

Territory Management

Marketing

Negotiation

Distribution

Product Placement

key account management

People Management

Revenue Generation

Market Penetration

Channel Relationship Management

## PROFILE SUMMARY

I am a dedicated management professional with over 1.5+ years of experience in sales cycle process, negotiation, and team coordination. Proficient in marketing, sales, excel, distribution management, and channel sales management. Successfully led teams to increase client bases and conducted competitor analysis to drive sales. Known for strong analytical skills, problem-solving abilities, and effective leadership in network development and negotiation opportunities.

## EDUCATION

2023

MBA/PGDM- Marketing

**Jagan Institute of Management Studies (JIMS)**

2020

B.B.A- Banking & Insurance

**Delhi Institute of Rural Development, Delhi**

## WORK EXPERIENCE

Mar 2024 - Present

Agency Development Manager

### Max Life Insurance

- Organized and conducted field activities such as Joggers Park visits, personal observations, and career seminars to identify and engage prospective clients.
- Utilized effective sales techniques to convert prospects into clients, contributing to a increase in client acquisition rate.
- Ensured the seamless onboarding process for advisors, enhancing overall operational efficiency.
- Conducted strategic sales calls with advisors to activate their codes within the set timeline, resulting in a improvement in code activation rate.
- Delivered comprehensive training sessions to advisors, enabling them to independently initiate client calls.
- Recruited new distributors including Chartered Accountants, Mutual Fund distributors, and General & Health insurance dealers, leading to a significant surge in business volume.

## OTHER PERSONAL DETAILS

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**City** New Delhi

**Country** INDIA

## LANGUAGES

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- English
- Hindi

Feb 2023 - Mar 2024

Senior Area Sales Executive

### EXIDE INDUSTRIES LTD

- Managed 3 Distributors, 14 direct dealers, and over 200 retailers to streamline operations and drive sales growth.
- Traveled to potential and existing customers to effectively communicate promotional schemes, enhancing brand awareness.
- Organized productive Humsafar (Sub-Dealer) Meetings and Mechanic Meetings to boost operational efficiency and maximize profits.
- Expanded the network by appointing over 45 retailers (Sub-Dealers), resulting in a substantial increase in secondary sales.
- Oversaw the indent of material requirements for Dealers and their retailers, ensuring seamless supply chain management.
- Liaised regularly with the service team to expedite the clearance of dealer's claim pendency.
- Strategized and executed Below-The-Line (BTL) activities to augment brand visibility and market presence.
- Devised beat plans for DSR's and ensured strict adherence to the outlined sales route plans.
- Proactively collected and analyzed secondary sales updates from DSR's, facilitating better sales forecasting and inventory management.

## COURSES & CERTIFICATIONS

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- The ultimate microsoft excelmastery bundle
- Project management professional certificate program (PMP)
- Power BI - Business intelligence for beginners to Advance