

MONAL SHARMA

Faridabad, Delhi NCR,
E-mail Id monalmonty@gmail.com Mobile No- 91 8199947036

SUMMARY

Enthusiastic Sales and Marketing Professional with 2 years of experience at Uflex Pvt. Ltd. in the Cylinder Division. Knowledgeable about flexible films and operations. Skilled at increasing sales, creating marketing plans, and building strong customer relationships. Dedicated to using my industry knowledge and skills to help the company grow and succeed.

WORK EXPERIENCE

Sales and Marketing Executive, Cylinder Division
Uflex Pvt. Ltd.

Aug 2022 - Present

- Developed and implemented sales strategies to increase market share for Gravure Cylinder.
 - Managed client accounts, fostering strong relationships to ensure customer satisfaction and repeat business.
 - Conducted market research to identify new opportunities and stay updated on industry trends.
 - Collaborated with the operations team to ensure timely delivery and high-quality products.
 - Prepared and presented sales reports, forecasts, and market analyses to senior management.
 - Coordinated marketing campaigns, including digital marketing and trade show participation, to promote products and generate leads.
 - Trained and supported new team members on product knowledge and sales techniques. Achieved and exceeded sales targets consistently, contributing to the division's overall growth.
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INTERNSHIPS

6 Weeks Industrial training at " CSIR NISCAIR" Pusa Road , New Delhi, in production & pre-press Department during Diploma.

6 weeks Industrial training at "Yash Enterprises" Okhla Industrial area , in Production Department during graduations.

EDUCATION

B.tech In Printing Technology
Guru jambheshwar University Science & Technology
SGPA: 7.4

July 2019 - Aug 2022

Diploma in printing Technolgy
Pusa Institue of technology
Percentage: 62.09%

July 2016- Aug 2019

Metric (Secondary)
Ramjas Public School Day
Percentage: 64%

Aug 2016

ADDITIONAL INFORMATION

- **Technical Skills:** Sales &Marketing Strategies, Market Research, Negotiation, Presentation Skills
- **Languages:** English, Hindi, Punjabi