

# ABHISHEK SHARMA

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Territory Sales Officer

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Noida Uttar Pardesh 201304



## SUMMARY

- Results-focused professional with over a year of experience in Sales and Operations, specializing in the automotive industry and quality control.
  - Managed Team of Channel partner, Customer care executive, And Network manager. since last 2.5 years.
- Demonstrated expertise in managing territories, directing channel sales, and optimizing retail operations for Hero Moto Corp and TVS Motors.
  - Proven track record in event coordination and participation in conferences, showcasing a commitment to professional development and industry engagement.

## EDUCATION

### Gautam Buddha University

B - Tech - Food Technology  
2016- 2020

### Gautam Buddha University

Masters in Administration - MBA  
2020 - 2021

## SKILLS

- Market Penetration
- Competitive Analysis
- Brand Management
- Customer Retention
- Product Positioning
- Market Segmentation
- Pricing Strategies
- Promotional Campaigns
- Distribution Channels
- Retail Merchandising
- MS Office (Excel, PPT, Word)

## ACHIVEMENTS

- Orchestrated World Food Day events in 2017, 2018, and 2019.
- Coordinated annual events at the college.
- Took part in National Science Day.
- Participated in the Platinum Jubilee Conference of the All India Food Processor Association in New Delhi.
- Attended the National Conference on Emerging and Sustainable Technologies in Food Processing at Sant Longwal Institute of Engineering and Technology

## PROFESSIONAL EXPERIENCE

### Territory Sales Officer

Hero Moto Corp | Oct 2023 - Present

- Managed the Ajmer Territory
- Directed channel sales operations, overseeing the sales process with a focus on retail improvement.
- Executed stock management strategies to optimize inventory levels and enhance operational efficiency.
- Team Management (Network Managers)
- BTL Activation

### Dealer Transformation Lead

TVS Motor Company | Apr 2022 - Sep 2023

- Employed at TVS Motor Company, managed Delhi and Haryana dealerships.
- Oversaw customer satisfaction, ensuring a seamless sales and after-sales process.
- Executed training and development initiatives to enhance team capabilities.
- Team Management (DSM and CCE )

## PROFESSIONAL EXPERIENCE

Engaged in a 45-day Quality Assurance role at Moon Beverages. Conducted quality testing for both raw materials and finished goods. Prepared detailed reports assessing the quality of the products.

Undertook a 45-day Quality Assurance position at Varun Beverages. Performed quality testing on raw materials and finished goods. Compiled comprehensive reports evaluating product quality.

Contributed to a 45-day Quality Assurance role at Bikanerwala Food. Conducted quality testing for raw materials and finished goods. Generated reports detailing the quality status of the products.

Worked as a recruiter at Meet Works for 45 days. Conducted candidate shortlisting. Engaged in end-to-end recruitment processes

Worked as a Quality Executive at Bimbo Bakery since Dec 2021 to Apr 2022