

Devaki Nandan Sharma

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Objective

To obtain a position whereby I can apply acquired knowledge and skill working in a team environment there by continuously growing and contributing to the main objectives of the organization.

Employment Details

- **Current:** PBPARNERS.COM (**POLICY BAZAR**) :: [7/JULY/2023 TILL NOW]
 - **Role :** **RELATIONSHIP MANAGER** [SIKAR RAJASTHAN I]
 - **Responsibilities**
 - Recruit new posp partner and handling sales chanel
 - Partner activate and personally visit and motivate.
 - Solving partner issues and queries.
 - Through all partners achive target.

- **PREVIOUS:** RENEWBUY.COM (**D2C INSURANCE BBROKING**) :: [10/AUG/2022 to 30/JUNE/2023]
 - **Role :** **SENIOR SALES MANAGER** [SIKAR RAJASTHAN I]
 - **Responsibilities**
 - Recruit new posp partner and handling sales chanel
 - Partner activate and personally visit and motivate.
 - Solving partner issues and queries.
 - Through all partners achive target.

- **INSURANCE DEKHO (GIRNAR SOFT)** :: [21/JAN/2021 to 9/AUG/2022]
 - **Role :** **UNIT SALES MANAGER** [SIKAR RAJASTHAN I]
 - **Responsibilities**
 - Recruit new posp partner and handling sales chanel
 - Partner activate and personally visit and motivate.
 - Solving partner issues and queries.
 - Through all partners achive target.

- **BHARAT PETROLEUM CORPORATION LTD (BHARAT GAS LPG)** :: [1/July/2018 to 20/nov/2020]
 - **Role :** **Sales executive** [Sikar, Jhunjhunu, Sawaimadhopur, Jaipur rural]
 - **Responsibilities**
 - Handling all the Sales channels and distributors.
 - Planning for the local marketing and support campaign to increase connections.
 - Solving dealer's issues and queries.
 - Auditing and verifying all the after-sales support.

- **CONFIDENCE PETROLEUM INDIA LTD (GO GAS)** :: [1/Oct/2015 – 30/June/2018]
 - **Role :** **Marketing Executive** [Sikar (Raj)]
 - **Responsibilities :**
 - Handling all Sales channels and distributors. Solving Dealers issues and queries.
 - Auditing and verifying all the after-sales support.

- **JIVEM EDUCATION PVT. LTD. (JHUNJHUNU, Rajasthan)** :: [15/Jan/2012 - 30/June/2018]
 - **Role:** **Business Development Executive**
 - **Responsibilities**
 - Planning and handling all the marketing, survey and quality auditing related activities.
 - Working with academic staff and parents for admission and new session related counselling sessions.
 - Operating Sales educational software (entranceprime).

- **RELIANCE CAPITAL LTD. (SIKAR, RAJASTHAN) :: [1/June/2010 – 30/Nov/2010]**
 - **Management trainee.** (Venue marketing, Part-time)
- **SHEKHAWATI GROUP OF INSTITUTE (SIKAR, RAJASTHAN) :: [8/March/2010 – 30/Oct/2011]**
 - **Role: Business Development Executive**
 - **Responsibilities:**
 - Working under a team for marketing and survey related activities.
 - Taking Lectures for BBA & MBA classes.

Professional Summary

- ~10 years of applied knowledge and experience focusing in the marketing, planning and after-sales support for the Petroleum, Education and Finance products.
- Experience of handling team, getting the out-field task done and achieve the defined target for the team.
- Problem solving and counselling session exposure while working in education sector.
- Exposure in the after-sales support helped me to build the public relations for the betterment of the product and company portfolio.

Achievements

- **RAJAY PURUSKAR in Scouting.**
- **Exemplary Award** in Q2-2016 in **Go-GAS** for exemplary contribution in the team.
- **Winner** of several singing events in the College and school level.

Certifications

- Getting quick start certificate in ICICI insurance policy

Education

- **Bachelor of Arts** : Rajasthan University, Jaipur [**2004-2007**]
- **MBA** (Master of business administration) : Rajasthan Technical University, Kota [**2008- 2009**]
- **RS-CFA Certificate** : RKCL, Rajasthan [**2010**]
- **MSW (Master of Social welfare)** : S.H.I.A.T. & SCIENCE University of Allahabad [**2012**]
- **RS-CIT Certificate** : V.M.O.U Kota, Rajasthan [**2013**]

PERSONAL DOSSIER

- Name : Devaki Nandan Sharma
- Father's Name : Vimal Kumar Sharma
- Date of Birth: 01 September 1987.
- Marital Status : Married
- Address: New Vijay Vihar Colony Sikar, Rajasthan.
- Languages Known: English, Hindi and Local Language

DECLARATION

I, Devaki Nandan Sharma, acknowledged all above furnish details are genuine to the best of my knowledge and beliefs.

Date:

Place:

(Devaki Nandan sharma)