

Shashank Sharma
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OBJECTIVE

Dedicated sales and client solutions leader who has networked with some of the most significant corporates in India. Adept at creating scalable business solutions with business decision makers and turning business prospects into long term clients. Specialized in corporate sales well as account management and dealing with CTOs, Head- HRs, CFOs, Directors, procurement and other decision maker.

SYNOPSIS

Self starter business development personal having 10 years proven success in achieving goals in highly competitive markets.

A key Strategist with expertise in new market penetration and expansion, pitching to corporates with staff augmentation, Offshore development centres, managed services and value added solutions like interview solutions, hiring hackathons, HTD models, etc.

Having strong understanding in delivering HR solutions, catering to non tech and tech hiring industries.

CURRENT ROLE

Company Name: Randstad Technologies Pvt Ltd **Experience: 6 years 4 months February 2017 - Present)**
Designation: Deputy General Manager- sales and client solutions

Responsible for developing and maintaining commercially productive relationships with new clients.
Also in charge of generating sales lead and making the most out of every opportunity to increase revenue and profitability.

Roles and Responsibilities

- Managing a team of 13 resources (3+10).
- Actively involved in decision-making process together with management decision makers, facilitating the execution of the solutioning done as per client needs.
- Managed and built large accounts in staff augmentation and project hiring solutions (perm).
- Preparing responses to various tender/RFP/RFQs of various clients and taking inputs from operations, legal, business control and important stakeholders.
- Staying connected and ensuring with the delivery team that best in class services are being offered to new business.
- Understanding and assessing client requirements, sharing scope of work, proposal and presentations with clients and providing customized solutions.
- Responsible for client acquisitions for respective domain, as well as cross selling other services of Randstad.

ACHIEVEMENTS

- 3 times CEO's club winner (above outperformer category) and multiple other quarterly/annual awards
- Established business in new geographies from scratch in north and east India, added few most valuable clients.

PAST EXPERIENCE

Company Name: Genius Consultant Ltd **Experience: 18 Months (September 2015 - March 2017)**
Designation: Deputy Manager (Business Development and Background Check Division)

Responsible for developing and maintaining commercially productive relationships with both new and old clients.
Also in charge of generating sales lead and making the most out of every opportunity to increase revenue and

profitability.

Roles and Responsibilities

- Identifying companies in different domains like FMCG, BSFI, NBFC, Consumer Durables, Logistics, etc and tapping them for HR solutions and HRMS/Payroll Software.
- Due diligence of the companies before tapping.
- Understanding and assessing client requirements, sharing proposal and presentation with Clients and providing customized solutions.
- Responsible for client acquisitions for respective domain, as well as achieve the target independently.(Temporary/Permanent Staffing, Payroll Solution, Background Verifications)
- Pitching clients across industries for background verification, its benefits, assigning TATs for various background check and interacting with delivery team for timely service.
- Following the complete BD cycle starting from R & D, prospect generation, proposal sharing, Negotiating on commercials as well as terms and conditions till signing of contract.
- Having good knowledge of legal terms of agreement while signing a contract.
- Also acting as a SPOC for Background Verification Services for Delhi/NCR Client.

ACHIEVEMENTS

- Awarded as the most promising Business Development Debutant in PAN India Nominations.
- Meeting the targets and over achieving them most of the times.
- Signed Contracts with some of the most world renowned brands.

Company Name: CRM Services India Pvt Ltd (Adobe client)

Experience: 24 Months

Designation: Technical Advisor

- Providing Product Advisory Services to clients and customers for the below mention products.
- Softwares handled – Acrobat Professional (version X,XI & Document Cloud) and all www.acrobat.com online services.
- Pre sales for the dedicated products via Web, phone, and emails.
- Providing solution to escalated cases and escalating further if needed.
- Providing detailed information and advice on the feature and working of the Software.

EDUCATIONAL QUALIFICATIONS

Class	Year	Board	Institution
Leadership development program	2022	-	IIM Bangalore
PGDM (Executive) Marketing Management	2020	-	IMT Ghaziabad.
B. Tech (Computer science)	2013	MDU, Rohtak	Apeejay College of Engineering, Sohna, Gurgaon.
XII	2009	C.B.S.E.	Tagore Public School, Mayapuri, New Delhi
X	2007	C.B.S.E.	Summer Fields School ,DLF City-1, Gurgaon

PROJECTS UNDERTAKEN

- Worked as a summer intern with VIDEOCON and made a project report on **INTELLIGENT NETWORKING** in June- July 2012.

- Worked as an intern with BHARTI AIRTEL on a networking project on **Automatic Discovery Reconciliation System** (ADRS-cygNET) in February 2013- July 2013.
 - A system used for communication between the database and the live networks to save reconciliation of multiple network and database.
 - Understood the working and functioning of the company as a corporate sector.

AWARDS AND ACHIEVEMENTS

- Directed and won first prize for “**Nukkad Natika**”street play in E-LAAN -2012 Annual Fest at Apeejay Styra University, Gurgaon.
- Participated in **Windows 8** Camp by Microsoft in 2012.
- Participated in “**Igniting Minds**” organized by Horizon (training and placement cell).

PERSONAL DETAILS

Father’s name	:	Mr. Shambhu Sharan Sharma
Present Address	:	B2/907, SRS Royal Hills, Sector 87, Faridabad, HR.
Date of Birth	:	12 August 1991
Gender	:	Male
Linguistic Proficiency.	:	English and Hindi

OTHER INTERESTS:

- Travelling
- Reading
- Photography

Place: Faridabad