CURRICULUM VITAE
ANKIT SHARMA
Senior Sales &Business
Development **Engineer**

☐ +91-8607664419

☐ sharryankitsharma@gmail.com

☐ #501 Sec 13 Gurugram Haryana

OBJECTIVE

To take up a challenging career and grows with honesty, loyalty, good relationship, and best performance and translate my experience, knowledge, skills, and abilities into value for an organization.

BASIC ACADEMIC CREDENTIALS

Qualification	Board/University	Year	Percentage
Graduation (B. Tech, Electronics)	UIET - Kurukshetra University	2022	68%
Diploma (Mechanical)	Skit Kurukshetra - (HSBTE Panchkula)	2018	69.5%
Secondary	Kendriya Vidyalaya (C.B.S.E)	2015	72%

EXPERIENCE

- ➢ **Senior Sales &Business Development Engineer – AVL India Pvt. Ltd.**
- ➢ **August 2022 – Till Now**
  Location – Gurgaon

INTRODUCING AVL India Pvt. Ltd (Affiliate of AVL List GmBH)

AVL is the world's largest independent company for the development, simulation, and testing of powertrain systems.

Advanced Simulation Technologies –

- We are a proven partner in delivering efficiency gains with the help of virtualization.

- Simulation solutions for all phases of the powertrain and vehicle development process

- High-definition insights into the behavior and interactions of components, systems, and entire vehicles

RESPONSIBILITIE
S: -IN SALES

- ✓ Business Development and Sales of Simulation or CAE and CFD softwares.
- ✓ Overseeing the sales teams (New Business Development teams and Key Account Management teams for North and West regions.
- ✓ Setting targets and goals and providing coaching and support to sales and key account management teams.
- ✓ Managing and fulfilling their expectations, tracking Key Accounts and New Business Development metrics by periodic reviews for the team growth of the business from his team is the key deliverable.
- ✓ Lead generation to closer of Business.
- ✓ Dealing with R&D and Purchase departments of 2-wheelers and 4 Wheelers OEMs.
- ✓ Dealing with Tier 1 suppliers and Educational Institutes
- ✓ Preparing quotations.
- ✓ technical discussion with R&D teams.
- ✓ Commercial negotiation with Purchase dept.

- ✓ Attending and organizing Conferences/ Seminars
- ✓ Marketing and promotions of products and services
- ✓ Work order generation and Documentation
- ✓ Client relationship management
- ✓ Managing Subscription of the customer Account.
- ✓ Assigning tasks to the team regarding Subscription Activities.
- ✓ Preparing Weekly Business forecast and sales funnel for closure cases

_____

- ➢ **Pre-Sales Application Engineer – MSD Facilitators**
- ➢ **January 2021 to August 2022**
  Location – Gurgaon

INTRODUCING MSD Facilitators (Dassault system SolidWorks Reseller FIRM)

MSD FACILITATORS provides a broad spectrum of industry solutions for CAD, CAM, Design Automation, Design Validation, Data Management, Documentation, and Productivity Enhancement Tools. With a view toensuring our customers are facilitated in beneficial ways with our offerings,

RESPONSIBILITIE
S: -IN SALES
- ✓ Lead Generation & New Client Acquisition
- ✓ Inside Sales & B2B Sales & attending the customer base
- ✓ Meet with the decision-makers of the company.
- ✓ Handling the existing customer base
- ✓ Developing new customers in their use of SOLIDWORKS products
- ✓ Conducting consultative meetings with technical and management level customers to understandcurrent processes and potential improvements.
- ✓ Demonstration of emerging new Technology in CAD/CAM Sector
- ✓ Creating and maintaining relationships within customers at multiple levels in multiple departments

IN TECHNICAL
- ✓ Providing technical support to customers & attending their technical query & provide a solution.
- ✓ Good understanding about Solid Works (i.e., Design, Part Assembly, Drawing, Motion, Basic Simulation, Knowledge about Sheet Metal Parts, Weldments, PDM etc.)
- ✓ Troubleshooting of Software
- ✓ Installation, Activation & De-activation of license
- ✓ Understanding customer requirements via calls and meetings Identifying additional opportunities within customer base for Solid Works Electrical, Product data management (PDM), SOLIDWORKSComposer, SOLIDWORKS Plastics etc.

- ➢ **Trainee Draftsman (Solid works) – Darshan Mechanical Engineering Works, Yamuna Nagar**
  from 1st June 2018 till 31st August 2018
  Location – Yamuna Nagar, Haryana

SKILLS EARNED: -
- ✓ Learnt Sketch, Sheet Metal, Weldments, Evaluations, Design Study, 2D Drafting in SolidWorks.
- ✓ Responsible for solving queries of clients & dealers concern.
- ✓ Providing guidance to customer on the best use of product.
- ✓ Provide direct technical supports to customers.
- ✓ Handling queries through calls/mail.
- ✓ Documentations& preparations of files according to the requirement.
- ✓ Got Professional experience of 3 Months Training on Part Modelling, Heavy Assembly,Evaluations

CO-/EXTRA –CURRICULAR ACTIVITIES

- ✓ Leadership
- ✓ Smart working
- ✓ Positive thinker
- ✓ Self-Motivated

- ✓ Making Strategies
- ✓ Good Communication skills

ACHIEVEMENTS IN AVL INDIA PVT.LTD

Obtaining Orders from Reputable Clients Like Tata Motors Ltd, Automotive Research Association of India, Maruti Suzuki, Escort Kubota, Hero Moto Corp, etc. In order to generate repeat business for the company, client relationship management (CRM) entails preserving a friendly relationship with all current B2B clients.
enhanced sales procedures and policies. generated precise job descriptions, defined the sales cycle, and built customer relationship management standards.

INTERPERSONAL SKILLS

- Ability to Rapidly Build Relationships and Set Up Trust.
- Confident and Determined
- Ability to Cope Up with Different Situations

PERSONAL DETAILS

Father's Name	-	Sh. Ram Juwari Sharma
Date of Birth	-	01st April 2000 Language
Known	-	English, Hindi & Punjabi
Marital Status	-	Single
Nationality/Religion	-	Indian / Hindu
Interest & Hobbies	-	Internet Browsing, Badminton
Permanent Address	-	#129 Karhi Markanda, Near Saini Sweet House, Opposite New Bus Stand, Kurukshetra (136118)

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place: **Ankit Sharma**
Date …   **(Signature)**