

Deepak Shharma

Professional Summary

Skilled Sales Professional & Corporate Sales Trainer over 19-20 years of proven success, worked with National & Global brands, have great exposure on delivering Program on Organization Development & Sales Training program.

Trained more than **20000 ppl in 10 States & 16** Cities in INDIA from different age group, while working for 4 different Industries (Automobile /Time Share/Real Estate & Training Consultant) Worked for Maruti Suzuki, Volvo, Jaguar Land Rover, Mahindra Holidays, & Investors Clinic, Currently with Franchise India Business LTD & SitaRam Diwan Chand.

SKILLS

Behavior Training, TTT, TNI, TNA/ Sales Audit/Performance monitoring, Subject Mastery, Need Assessment, Learning Objective Design, Instructional Design.

Sales, After Sales/Inside Sales Expertise, Sales Training & Coaching Mentorship, Communication skill, Analytical Thinking, Leadership Influence, Project & time Management

WORK EXPERIENCE-19-20 Years...

Working with Mind-skill Transformation As Training & Development Head from Mar-2024 till date. "Building Sales Excellence in Real Estate, Automobile & Timeshare"

With extensive expertise in B2C and high-ticket sales, we understand the nuances, challenges, and buying behaviors unique to these industries. Our solutions are carefully crafted to help your teams sell smarter, build trust faster, and close deals consistently.

Founded in the year 2010 Mind-skill Transformation is a premier Training & Development company committed to transforming the way organizations build, empower, and sustain high-performance sales teams. We specialize exclusively in designing and delivering cutting-edge sales training solutions that equip businesses with the knowledge, strategies, and behaviors required to drive revenue growth and market leadership.

Worked with AMP Motors Pvt. Ltd. As Corporate Sales, Service & Technical Training Head from June-2023 to Mar-2024 A Dealership of Luxury Premium CAR brand (**JAGUAR LAND ROVER**)

Company Profile: - **AMP Motors Pvt Ltd-** Is an India's Leading Organization Started in 1949 with Anand Motor Product by now they have a history of 73 years.

- As Corporate Sales & Technical Trainer- Playing Leading Role in the Organization, while delivering TECHNICAL Training which involves Selling Automotive Product, Service, After Sales and Customer care Training program by Understanding both Technical Specification and Customer needs.
- Automotive Technical and Sales Training program equip Sales and Service professional with in-depth knowledge of Automotive Technology helping effectively communicating with client, address their concern and close deal...
- Key aspects of Technical Sales in automobile trainings are: Understanding Automotive Technology, Customer Centric Selling approach, Product demonstration and testing, Sales Techniques and negotiation, Digital marketing and CRM tools.
- **Heading 4 Locations across India...Including Sales, Service and Customer care.**

Worked with Investors Clinic Infra-Tech Pvt. Ltd. As Sr. Corporate Sales Trainer from Jan-2021 To till June-2023....

Company Profile

Investors Clinic A Certified Real Estate Company is a Paramount in the real estate realm with an **Experience of 18+ years**. Investors Clinic has managed to Build Stronger Connection in the Industry and expanded themselves

globally with International Presence in Dubai, Singapore & Qatar...During this journey **Investors Clinic has served 1.75lacs Customers and working with 100+ leading Developers**, and became one of the Top Higher **Taxpayer Company in Real Estate**.

As Sr. Corporate Sales Trainer working with a Team of 7 people...

- Looking After Entire North Including Delhi, Noida, Travelling to Chandigarh, Agra, Dehradun, Meerut, Jaipur For Branch Development on Sales Training.....Also Conducting Sales Training workshop for DUBAI, SINGAPORE & Qatar.

Worked with Mahindra Holidays & Resorts India Ltd. As Unit Head/Corporate Trainer

- Heading (BPO Operation Manager) From Sept-2019 to Jan-2021
- **As Corporate Trainer/UNIT HEAD** -- Creating new Tie-ups with Banquet Halls, Big Furniture Showrooms & Automotive Showrooms... Working on "E-Commerce" pattern/online creating digital leads, giving online presentations, generating business for **Company working on B2B & B2C Business Model..**

Worked for Maruti Suzuki India Ltd. (Prem Motors) for its premium Showroom NEXA May-2018-Aug-19
As Training and Development Manager – Responsible for End to End year ending project as MSIL has Certification program twice in a year.

Handling a Team of Trainer Coordinating with all Branches of five state of INDIA Coordinating with all branch TRAINERS having online session with entire team, making Team Building & Process.

Helped 5000!!! Employees' n got them **certified** from Maruti Suzuki India Ltd...

WORKED with Viking Motors Pvt Ltd. For Volvo Cars Oct 2015 – Apr-2018 as Sr. Manager Sales

- Completed Level-2 Training Program have been sent to **Singapore for special Training...** & have been awarded as best trained sales Professional....
- Shadowed sales professionals to gain deeper insight into best practices and strategies for maximizing sales revenue.
- Qualified incoming team marketing and sales leads to assist with prospecting new contacts.
- Helped organize sales events and meetings, including preparing materials and setting up spaces.

WORKED with Sterling Motor Co. For Mahindra Automobile Cars as AGM Sales Oct 2011 - Sep 2015.

- Heading 3 big Team as AGM Sales
- Created effective strategies to target new markets after researching and analyzing competitor behavior.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.

WORKED with Nirav Enterprises as Sales Manager for its Brand Vestigo GPS Tracker Pvt Ltd. Apr 2005 - Aug2011 Delhi.

- **Joined as Sales executive got promoted as Sales Manager than became TDM in 2007 (Training Development Manager) for the organization.**

- Looking after a team of 30 people for creating revenue & dealer network in five states and 10 Cities of India including Delhi, Haryana, MP, Rajasthan and Maharashtra...Managed quality assurance program, including on-site evaluations, internal audits and customers.

ACHIEVEMENT

- **GOT CERTIFIED By Maruti Suzuki India by helping 5000/- RMs out of Team Members....** Got ap
- Have been awarded “Certificate of Recognition – The Best Training Sales “Professional
- **While working for VOLVO India- Completed level-2 training program in 2017 have been sent to “GOA, Kerala, & Singapore”** for five days and awarded again with the Certificate.
- During last Stint with **Mahindra Holidays & Resorts India Ltd.** MY Team has been recognized as best Team out of three Branches achieving its sales target.

ACADEMIC QUALIFICATION

10th Passed from H.P.B.S.E. Board New Delhi. 2000

12th Passed from H.P.B.S.E. Board New Delhi. 2002

B. Com: CSM University Kanpur Sep 2005

- Done Capsule Course from (IMT) **Institute of Management Technology Aug 2018 Ghaziabad.**
- **Managerial Effectiveness Program on Human Development & Organizational Development.**
- Self Leadership Program done by Us Based Company (Blanchard).
- Certified Lean Six Sigma Black Belt done by IMC (International Management Consultancy)

Personal Information

D.O.B	16th August.
Father's name	Mr. Bal Krishan Sharma
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