

## Rohit Sharma

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### Summary:-

- 1 Month Working Experience in YAM Consultancy As Campaign Manager(Delhi Election)
- 3 years Working experience in **Infocrunch campaigns pvt. Ltd (On Payroll of Randstad India Pvt. Ltd.)** As Regional Manager( Political Associate).
- Over 1.11 Year of experience in Sales, Business Development and Relationship Management, Customer Management, Campaign, previously working with **Crystal motorcars pvt. Ltd(Meerut)**.
- Over 1.10 Year of experience in Sales, Marketing, Business Development and Relationship Management. Previously working with **Rajsneh Autowheels Pvt Ltd(Meerut)**.
- 1.6 Year of experience in Dealer Management, Sales, Business Development and Relationship Management, previously working with **Delcure life sciences pvt. Ltd(East Delhi)**.

### Skills:-

- |                                |                        |
|--------------------------------|------------------------|
| ▪ Researcher                   | ▪ Training             |
| ▪ Primary & Secondary Research | ▪ Problem Analysis     |
| ▪ Field Survey & training      | ▪ Public Relations     |
| ▪ Report Writing               | ▪ B2B & B2C Sales      |
| ▪ Public Speaking              | ▪ Marketing & Finance  |
| ▪ Data Analysis                | ▪ Business Development |
| ▪ News Analysis                | ▪ Team Monatring       |

### Experience:-

#### Campaign manager- YAM Consultancy – 01/2025 to 02/2025

- Overall management of assigned assembly seats.
- Managing all the teams: Field Operations, Social Media, Booth management team etc
- Report making
- Event management

#### Regional Manager(Political Research)- Infocrunch Campaigns Pvt. Ltd- 07/2021 to 06/2024

- Worked in 2022 UP assembly election, 2023 MP assembly and 2024 parliamentary election.
- Conducted in-depth research on political trends, voter behavior and policy impacts. Analyzed data from surveys and polls to generate actionable insights for campaign strategies.
- Preparing and analyzing 5 term data for different regions.
- Identify the probables for assembly and parliamentary elections. Preparing Probable S.W.O.T Report. Training, execution, fieldwork monitoring, interviews and focus group discussions.
- Identified and mediated leadership conflicts, advising on necessary interventions.
- Oversaw creation and upkeep of detailed databases for political contacts and resources. Researched political trends to inform strategic decisions.

**Sr. Relationship Manager- Crystal Motorcars Pvt. Ltd- 10/2018 to 08/2020**

- Handled **UP West** region Sales.
- Responsible for the sales & marketing, RTO related issue, Finance Related issues & dispatch and delivery.
- Business development from existing & new customers.
- BTL Activities.
- Product Knowledge & Market competition.
- Negotiation
- Achieve Monthly & Quarterly targets.

**Relationship Manager- Rajsnah Autowheels Pvt. Ltd- 11/2016 to 08/2018**

- Handled Sardhana city Sales.
- Responsible for the sales & marketing, RTO related issue, Finance Related issues and delivery.
- Lead Generation
- Responsible for customer Complain (ZERO COMPLAIN POLICY)
- Product Knowledge & Market competition.
- Achieve Monthly & Quarterly targets.
- Pre Sale & Post Sales Satisfaction.

**Marketing Exicutive- Delcure Life Sciences Pvt. Ltd- 07/2014 to 12/2015**

- Handled East Delhi Dealers and Retailers of the company.
- Responsible for the sales & marketing.
- Responsible for product Availability at dealership and Retailers point.
- Responsible for Bill Clearance monthly and quarterly.

**Education:-**

MBA (Marketing & Finance): BDS (UPTU), Meeruts2014  
B.COM Finance : BIMT(CCSU), Meerut -2012

**Summer Project:-**

**Gangol Sahakari Dugdh Utpadak Sagh Ltd. Partapaur  
Meerut. Key Result Area-**

- A Study of 'Consumer Satisfaction & Agents Behaviour Regards Parag milk.
- Customer Likes and Dislike for Parag Milk.
- Marketing And Advertisement's.
- Distribution and Collection.

**Personal Details:-**

Date of Birth : 26<sup>st</sup> December, 1989  
Father's name : Omkar Sharma  
Permanent Address : 580, Sectore-8, Jagriti Vihar, Meerut, 25004, UP.

**Declaration:-**

I hereby, declare that all the information as furnished above is true to the best of my knowledge & belief.

**PLACE:**

**NAME: ROHIT SHARMA**

**Date:**