

SAHIL SHARMA

☐ +91-9815946467 | ☐ sahilsharma.jal1@gmail.com

☐ Jalandhar City, Punjab, India | [LinkedIn Profile] (sahilsharma-676a06148)

Professional Summary

Results- driven MBA graduate with a specialization in Finance and Business Analytics and a B.Tech in Computer Science. Proven track record in financial services and ERP software sales with over 2 years of combined experience in B2B sales, relationship management, and financial product distribution. Adept at understanding client needs, offering tailored financial solutions, and leveraging analytics to drive growth. Passionate about combining finance and technology to deliver impactful business solutions.

Education

MBA – Finance & Business Analytics

Apeejay Institute of Management & Engg. Technical Campus Jalandhar City | Year of Completion: 2023

B.Tech – Computer Science Engineering

Guru Nanak Dev Engg. College Ludhiana | Year of Completion: 2020

Professional Experience

Sales Executive – ERP Software

Access Infotech Pvt. Ltd. | 11/2023 – Present

- Drive B2B sales for ERP solutions, managing the complete sales cycle from lead generation to closure.
- Consult with clients on business process improvements through ERP implementation.
- Achieved 20% growth in client acquisition YoY.
- Developed custom sales pitches and demos aligned with client needs.

Relationship Manager – Retail Banking

Kotak Mahindra Bank | 06/2023 – 11/2023

- Managed a portfolio of high-net-worth clients, providing personalized banking and investment solutions.
- Promoted savings products, mutual funds, and insurance services, consistently meeting sales targets.

- Built strong client relationships, leading to increased customer retention.

Sales Intern – Mutual Fund Distribution

HDFC Mutual Fund | 07/2022– 08/2022

- Assisted in mutual fund sales and client on boarding for a registered VA (Mutual Fund Distributor).
 - Conducted market research, supported lead generation, and participated in client meetings.
 - Gained hands-on experience in retail mutual fund advisory and compliance.
-

Technical Skills

- **ERP Solutions** – Sales & Implementation
 - **Financial Tools** – Mutual Funds, Banking Products
 - **Business Analytics** – Excel, Power BI (basic), SQL (basic)
 - **CRM Platforms** – Salesforce,
 - **Programming (basic)** – Python, (from B.Tech)
-

Certifications

- NISM Mutual Fund Distributor Certification
 - Certification in Business Analytics
-

Core Competencies

- B2B Sales & Business Development
 - Financial Product Advisory
 - Client Relationship Management
 - Data Analysis & Reporting
 - Tech-Savvy with Finance Domain Knowledge
-