

SHUBHAM P. SHARMA

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R No. 543, BODKE CHAWL, NEAR GAONDEVI MANDIR, MHARAL GAON, KALYAN,
DIST-THANE, MAHARASHTRA-421-301

SUMMARY

- I POSSESS NEARLY THREE YEARS OF PROFESSIONAL EXPERIENCE WITH A DEMONSTRATED TRACK RECORD IN OPERATIONS. I AM ACTIVELY SEEKING CHALLENGING OPPORTUNITIES IN OPERATIONS DEPARTMENT WHERE I CAN LEVERAGE MY SKILLS AND EXPERIENCE TO CONTRIBUTE TO THE SUCCESS OF THE ORGANIZATION.

EXPERIENCE

Assistant Manager - Corporate Network 11/2022 - 03/2024
[Healthledger Diagnostics Pvt Ltd](#) Mumbai, India

HEALTHCARE ORGANIZATION

- Accountable for overseeing operational activities and managing corporate sales initiatives.

Associate - City Captain 03/2022 - 11/2022
[Aayuv Technologies Pvt Ltd](#) Mumbai, India

HEALTHCARE ORGANIZATION

- To manage VIP clients and their health reports.
- Responsible for End-to-End backend support.
- To handle operations enquiries, confirmation follow-ups with clients, logistics etc.
- To Build and Develop Relationship with the existing and new clients.
- Managing the audit cycle and operations with vendor.

User Engagement Executive 09/2021 - 2022
[Whitehat Junior Pvt Ltd](#) Mumbai, India

ED-TECH ORGANIZATION

- To carry out product demonstration.
- Calling potential customers for Sales.
- Follow up on Existing Prospects and identify new potential prospects.
- To Extend Support of potential customers.

Application Specialist 08/2018 - 09/2020
[Carl Zeiss India Pvt Ltd](#) Maharashtra

Healthcare Organization

- To take images by using VISUSCOUT-100 and upload it to Carl Zeiss India Head Office(Bangalore), where Doctors check whether Patient is suffering from Retinopathy or not.
- Maintain Record and reports of every Patient.

EDUCATION

Bachelor of Science (I.T.) 07/2015 - 06/2018
[S.D.T. Kalani College of Arts, Science and Commerce](#)

Higher Secondary School (Science) 06/2013 - 06/2014
[S.D.T. Kalani College of Arts, Science and Commerce](#)

Secondary School Certificate 06/2011 - 05/2012
[Century Rayon High School](#)



PERSONAL INFORMATION

- Father's Name**
Parshuram Chhotelal Sharma.
- Mother's Name**
Pushpa Parshuram Sharma.
- Gender**
Male
- Date of Birth**
24-September-1996
- Marital Status**
Unmarried

LANGUAGES

- English Proficient
- Hindi Proficient
- Marathi Proficient

SKILLS

- Corporate Sales · SaaS ·
- Outbound Sales · Field Sales ·
- Staff Hiring · Customer Support ·
- Cold Calling · OHC ·
- Healthcare Service · Negotiation ·
- SME · Operation Management ·
- SME · Team Handling · CRM ·
- Ms-office ·
- Visuscout-100 Technician