

SIMMI SHARMA

Sales Team Leader & Relationship Manager

Results-driven Sales Team Leader with 10+ years of experience in developing and executing effective sales strategies. Proven ability to lead high-performing teams and drive revenue growth. Seeking to leverage **international sales expertise** while expanding capabilities in **backend international business operations**.

EDUCATION

Pursing MBA in Marketing & International Marketing

Completed Business Administration from Punjab University, Ludhiana

CONTACT

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EMAIL:

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PERSONAL SKILLS

Hodophile
Adaptability
Reading
Emotional Intelligence and People Skills

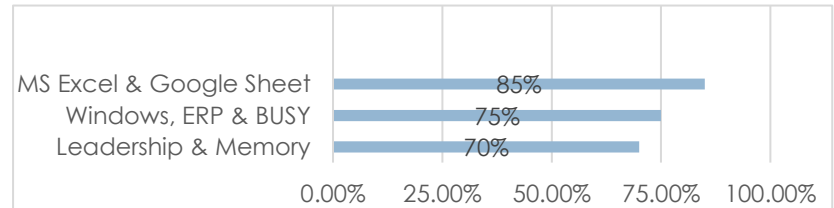
PROFESSIONAL SKILLS

Smart Skills
Work Under Pressure
Soft Skills
Critical Thinking
Creativity
Team Work

LANGUAGE

Hindi
Punjabi
English

ADVANCED SKILLS



WORK EXPERIENCE

Falcon Garden Tools

Current Position: International Sales Manager & Domestic Sales Team Lead

2022–2025

- Managing international documentations of 10+ countries.
- Managing data of exports, exhibitions, sales reports, and performance analytics, and related material for international market

Domestic Sales Representative

2019–2022

- Managed high-value client relationships to boost retention and satisfaction.
- Designed and executed a retention program focused on regular communication and feedback.
- Launched a sales strategy targeting underserved markets, contributing to revenue growth.

Order Department

2015–2019

- Streamlining complete order process from order confirmation to generating invoices.
- Prepare reports on order trends, fulfillment rates, and backorders.
- Monitor KPIs like order accuracy, delivery time, and customer satisfaction.

Fastway Technologies: Sales Co-ordinate

August 2013–August 2015

- Analyzed market trends and competitor activities to identify
- Handling calls of dealers related to boost sale.
- Conducted market research to identify target audience and develop effective marketing strategy for clients in diverse industries.