

Prashant Sharma

Experienced Finance & E.V Segments, Sales Professional | Skilled in Team Management, Excel | Learning Tally | Focused on Accuracy & Results

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EXPERIENCE

BHM INDUSTRIES (E-RISKSHAW MANUFACTURE) **Presently working as an ASM in M.P.**

Since May, 2025

Handling the sales team of MP territory managers and sales executives. And built strong relationships with our company dealers.

Hero Fincorp Finance - Worked as a Territory manager in Satna , M.P.

Till January,2025

Handling the sales team of housing finance.

Svasti Microfinance MSME Loans, and consumer finance BSM (Shivpuri branch)

January 2021 - November 2023

M.K Traders — E.V C&F and distributors of Mayuri E - Rickshaw and API Auto

Sales Head, Gwalior.

May 2017 - December 2020

Handled API Motors dealership (Diesel Autos)

Appointed and Managed dealers in Satna & Gwalior.

Ensured bank tie- ups and team motivation.

Saera Electric auto pvt.ltd (Mayuri E.V) - ASM

January 2015 - April 2017

Managed C&F , distributors and dealer network in M.P.

AIBA - TSM

SKILLS

Financial Sales & Field Team Handling

Client Relationship Management

MS Excel, MS Word – Billing & Reporting

Basic Knowledge of Tally ERP (Learning Phase)

Sales Target Planning & Execution

Dealer/Distributor Development

Territory Management

Loan & Insurance Process Handling

AWARDS

Made 6 E -rickshaw dealers of BHM INDUSTRIES.

Made first C&F in M.P, Named 'M.K Traders' .

Made first distributor of AIVA company, as a TSM in Gwalior and Rewa division.

Launched first electric autos in Chambal division, named 'Saera electric auto pvt.ltd'.

(Mayuri E- Rickshaw)

Achievement of highest sales target as a 'Unit manager'.

Gave the first insurance policy

January 2012 - August 2013

Sales and Territory management in Gwalior & Rewa

ICICI Prudential - Unit Manager (Home Insurance)

October 2009 - December 2012

Led branch sales team and DSA in Gwalior, Guna & Shivpuri.

Birla Sunlife Insurance - Sales Manager

February 2007 - September 2009

ICICI Home Finance - Team leader/ Sales Executive

February 2005 - January 2007

EDUCATION

Bachelor in Commerce, From Jiwaji University (Gwalior)

Higher Secondary - MP Board.

in branch-'Birla sunlife insurance pvt.ltd '

Awarded with 'Gold coin' as a 'Best team leader' in ICICI Home Finance. (In 2007)

PERSONAL INFORMATION

Hobbies - Meeting new people, Teamwork & dedication.

Martial status - Married

City - Gwalior, M.P

LANGUAGES

Hindi - Native

English - Working knowledge