

ANSH SHARMA

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SUMMARY

Experienced professional with over two years in retail and banking, most recently serving as a Sports Leader at Decathlon Sports India until March 2024. I have a strong track record in inventory management, event coordination, and customer satisfaction. My expertise in sales analysis and logistics has driven business growth and operational efficiency. Passionate about leveraging my skills in dynamic environments, I am committed to delivering impactful results and continuous improvement.

TECHNICAL AND SOFT SKILLS

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|----------------------|--|------------------------------------|
| Microsoft PowerPoint | Data Analytics - Microsoft Co-pilot | Digital Marketing |
| Microsoft Excel | Team Management | Quality management |
| Microsoft Word | Strategic Planning and Decision Making | Vendor and Stake Holder management |

PROFESSIONAL EXPERIENCE

Salesforce India

April 2024 - Jan 2025 (9 Months)

(Business Development Associate & HR Recruiter)

- **Client Acquisition & Business Growth:** Successfully acquired and managed 20+ client accounts, understanding their workforce requirements and providing tailored manpower solutions. Developed a strategic approach to lead generation through LinkedIn, Naukri, Indeed, industry networking, and on-site visits, resulting in a 30% increase in client base. Negotiated and closed 15+ long-term contracts, ensuring revenue stability and business expansion.
- **Recruitment & Talent Sourcing:** Built a strong network of 100+ recruiters across various industries by leveraging professional platforms and referrals. Spearheaded the entire recruitment lifecycle, from sourcing to onboarding, ensuring a steady pipeline of qualified recruiters to meet client demands. Conducted 200+ interviews and screenings, ensuring alignment with client hiring needs.
- **End-to-End Hiring Coordination:** Facilitated 150+ successful placements by coordinating between clients and recruiters, streamlining hiring processes, and ensuring an average turnaround time of 7 days. Maintained a structured database to track recruiter performance and optimize hiring strategies, resulting in a 25% improvement in hiring efficiency.
- **Market Research & Strategic Insights:** Conducted in-depth analysis of industry hiring trends, targeted sectors, and evolving workforce demands to refine recruitment strategies and advise clients effectively.
- **Stakeholder Management & Branding:** Strengthened the company’s market presence by representing Salesforce India Online at 10+ networking events and client meetings, fostering industry relationships and enhancing employer branding.

Decathlon Sports India

Dec 2021 - March 2024 (2 Years 4 Months)

(Omni Sports Leader)

- **Inventory Management Excellence:** Oversaw inventory worth up to 50 lacs for skateboarding and skate department, ensuring optimal efficiency and seamless operations.
- **Strategic Stock Management:** Implemented effective stock management strategies to align stock levels with product shelf life, thereby improving margins and reducing stock lifespan.
- **Strategic Planning and Execution:** Developed and executed strategies to drive growth for high-demand products, leading to enhanced business outcomes.
- **Event Coordination and Promotion:** Successfully organized and managed 5 events across Decathlon stores and colleges in 2022 and 2023, garnering over 100 registrations for niche sports like skateboarding.
- **Comprehensive Product Training:** Provided comprehensive training to new hires and interns across multiple locations including Zirakpur, Dehradun, and Delhi stores, ensuring consistent knowledge transfer and operational efficiency.
- **Meticulous Inventory Tracking:** Maintained meticulous records of inventory and stock reception across all 9 code checkpoints, facilitating efficient auditing processes and ensuring accuracy.

- **Strategic Forecasting and Piloting:** Conducted weekly and monthly piloting sessions to forecast business trends and make informed strategic decisions, contributing to sustained business growth and profitability

Ship from store Decathlon Sports India

Dec 2021- March 2024 (2 years 3 months)

- **Ship from Store Operations:** Directed the efficient execution of "Ship from Store" operations to fulfil online orders promptly and effectively.
- **Online Order Management:** Managed a daily volume of 50-80 online orders consistently for 6 months, ensuring timely processing and dispatch.
- **Customer Fulfilments:** Ensured smooth order fulfilment by coordinating warehouse shipments directly to customers, enhancing overall customer satisfaction.
- **Revenue Generation:** Contributed to the generation of 1.3 crores in revenue in 2023 through efficient logistics management and fulfilment strategies.
- **Inventory Movement Coordination:** Oversaw the seamless movement of inventory from store to warehouse and vice versa, optimizing stock availability and replenishment.
- **Warehouse Logistics:** Managed logistics operations for warehouse inventory, facilitating timely deliveries to stores and customers.

AU SMALL FINANCE BANK

Jul 2021 - Nov 2021 (4 Months)

(Executive)

- **Third-Party Employment:** Engaged as a third-party employee for Eddeco within AU Small Finance Bank.
- **URC Processing:** Specialized in processing Udhya Registration Certificates (URCs) for business and commercial loans.
- **Validation Expertise:** Demonstrated meticulous attention to detail in validating URCs to ensure compliance with regulatory requirements.
- **Loan Facilitation:** Played a key role in facilitating the smooth approval of business and commercial loans within the AU Small Finance Bank system.
- **Regulatory Compliance:** Ensured adherence to regulatory standards throughout the URC processing and loan approval processes.
- **Client Service:** Contributed to enhancing client satisfaction by expediting loan approval procedures and providing reliable support within AU Small Finance Bank.

Indian School Of Business

Oct 2022 - Dec 2022 (3 Months)

(Internship - Activities Coordinator)

Training and Coordination:

- Completed 1500+ hours of training for the Edtex Portal and Zoom, enhancing my technical proficiency in managing virtual platforms.
- Coordinated interviews for over 500 PGP students at India's top business school, contributing to the smooth and efficient selection process.
- Led a team of 10 individuals as the Logistics Coordinator, ensuring the seamless execution of the interview process, including making sure the venues were prepared and ready for the interviews.

EDUCATION

Bachelor of Business Administration (BBA)

- Gyan Jyoti Management College, Chandigarh
- April 2020 – March 2023

High School (Commerce)

- Mount Carmel School, Chandigarh
- March 2019 – March 2020

ADDITIONAL INFORMATION

- **Languages:** English, Hindi, Punjabi
- **Certifications:** Lean Six Sigma White and Yellow Belt
- **Awards/Activities:** 200m and 400m Gold Medalist, Basketball player at the state level, Badminton player at the cluster level, 2nd in Debate Competition at MUN, and Sports Leader of the school.