**ABHINAV SHARMA**
Email: abhi6937462@gmail.com | Mobile: (+91) 8920122460
Location: New Delhi, India

**PROFILE SUMMARY**

Dynamic and results-driven professional with 10.6 years of experience in Retail and Staffing & Recruitment industries. Expertise in Business Development, Client Acquisition, Sales Strategy, and Operations Management in the Non-IT blue-collar staffing sector. Proven ability to manage P&L, drive revenue growth, and build long-term partnerships across industries. Adept at team management and strategic planning to optimize workforce solutions. Holds a Bachelor of Commerce degree from Manav Bharti University, Shimla.

**KEY SKILLS**

* Business Development & Client Acquisition
* Contract & Non-IT Staffing
* Blue-Collar Manpower Planning & Sourcing
* Operations & Team Management
* P&L Management
* Sales Strategy & Regional Sales
* Client Engagement & Negotiations
* Industry Research & Market Expansion
* Temporary & Contract Staffing
* Manpower Deployment for Logistics, 3PL, E-commerce, Retail, Banking, Warehousing, Manufacturing, etc.
* Vendor Management & Strategic Partnerships
* Market Analysis & Competitor Research

#### ****CAREER BREAK**** (After Scalene Works People Solutions LLP)

July 2024 – Dec 2024

After leaving Scalene Works in June 2024, I encountered unexpected health challenges. A severe viral fever affected my nervous system, leading to a prolonged period of medical treatment and mandatory bed rest. During this time, I had to focus entirely on my recovery to regain physical and mental well-being. This phase required immense patience and resilience, but I remained dedicated to self-improvement, keeping myself updated with industry trends and professional knowledge.

Now, having fully recovered, I am physically fit, mentally strong, and energetically ready to take on new challenges with renewed confidence and determination.

**WORK EXPERIENCE**

**Scalene Works People Solutions LLP**

*Assistant Manager - Business Development | Feb 2024 – June 2024*

* Managed business development operations, focusing on blue-collar workforce hiring across industries.
* Spearheaded client acquisition and onboarding processes, ensuring steady business growth.
* Developed and executed strategic plans to expand the company’s reach in staffing solutions.
* Maintained strong relationships with clients to ensure successful workforce deployment and service satisfaction.
* Identified potential business opportunities, prepared proposals, and conducted negotiations.
* Ensured seamless coordination with recruitment teams for smooth candidate deployment and retention.

#### ****CAREER BREAK**** (After Million Minds Management Services Ltd.)

Oct 2023 – Jan 2024

After leaving Million Minds Management Services Ltd., I had to take a four-month career break due to family disturbances and personal challenges. This period required my full attention towards managing family responsibilities and ensuring stability. The decision to take this break was essential for personal well-being and long-term career growth. This period required my full attention and commitment towards resolving personal responsibilities and ensuring stability within my family. During this break, I focused on self-improvement by staying updated with industry trends, engaging in professional development activities, and networking with peers to keep myself prepared for future opportunities. During this time, I remained updated on industry trends, engaged in skill-building activities, and stayed connected with my professional network to ensure a seamless transition back into the workforce.

**Million Minds Management Services Ltd.**

*Sr. Business Development Executive | May 2023 – Sep 2023*

* Focused on Non-IT blue-collar staffing solutions, targeting industries such as logistics, e-commerce, and retail.
* Developed sales and marketing strategies to attract and onboard new clients.
* Managed key accounts, ensuring smooth manpower supply and addressing client concerns effectively.
* Conducted market research to identify industry trends and aligned company strategies accordingly.
* Built strong relationships with decision-makers to establish long-term business engagements.
* Collaborated with internal teams to streamline operations and improve service delivery.

**Talent Inc. (Acquired by CareerNet)**

*Freelance Senior Manager – Sales & operations | May 2019 – Apr 2023*

* Worked as a Senior Manager - Sales in a freelance capacity, handling end-to-end business development for pan-India blue-collar staffing. Additionally, managed a team of six field recruiters, overseeing their recruitment activities and ensuring successful placements.
* Successfully onboarded multiple clients across diverse industries, including manufacturing, warehousing, and logistics. After onboarding clients, coordinated with the field recruitment team to ensure timely and effective manpower supply.
* Built strong business relations and negotiated contracts effectively, ensuring competitive pricing and service quality.
* Conducted market research to identify new business opportunities and client needs.
* Worked closely with recruitment teams to ensure client staffing requirements were met efficiently.
* Provided training and mentorship to new business development executives within the organization. Also led and guided field recruiters to optimize their performance, ensuring smooth hiring processes and client satisfaction.

**Xiaomi India**

*Senior Store Operations Manager | Dec 2016 – Mar 2019*

* Managed overall store operations, including sales, inventory, and staff supervision.
* Developed and executed sales strategies to meet and exceed targets.
* Conducted staff training programs to improve customer service and product knowledge.
* Ensured smooth day-to-day operations, including handling escalations and customer grievances.
* Coordinated with regional managers to implement promotional campaigns and increase foot traffic.
* Maintained financial records, controlled expenses, and optimized profit margins.

*Senior Store Promoter | Jan 2014 – Aug 2016*

* Delivered excellent customer service and achieved sales targets through effective selling techniques.
* Maintained in-depth product knowledge to assist buyers in making informed decisions.
* Conducted in-store promotions and product demonstrations to enhance brand visibility.
* Assisted in inventory management and stock replenishment to ensure smooth operations.
* Developed rapport with customers to drive repeat business and customer loyalty.

**EDUCATION**

* **B.Com** – Manav Bharti University, Shimla (2015-2016)

**LANGUAGES**

* English
* Hindi

**OTHER PERSONAL DETAILS**

* Hometown: Delhi, New Delhi, India