

# Amit Sharma

## Objective

To utilize a strong background in retail industry for product research and process development.

## Synopsis

A result-oriented individual with extensive expertise in retail store operations, real estate development & management, marketing communications and business development; supported by a distinguished career spanning over 16 years.

## Education

- BMS & M.Com (Management) from Mumbai University
- IEMBA from SDA Bocconi, Milan

## Short-Term Course

- Digital Marketing

## Faculty / Management Development Programs Attended

## Workshops Attended

## Experience

### *Academic Experience*

- Designation: Visiting Faculty at SP Jain Global, NMIMS, BIMTECH, IMT
- Academic & Administrative Responsibilities:
  - ✓ Teaching subjects: Retail Management, Retail Business Analytics

### *Corporate Experience*

- Designation: Vice President – Mall Business
- Roles & Responsibilities:
  - Handling the Shopping Centre Business with complete P&L responsibility and making it financially viable. (07 shopping centres in 07 cities - 3 Million square feet). Integral part of the Store Development & Wholesale Market teams.
  - ✓ Profit Centre Management
  - ✓ Business Development
  - ✓ Strategic Alliances
  - ✓ Marketing Communications
  - ✓ Team Building

## Research Papers Published in Refereed Journals

## Case Studies Published

## Book Chapter Published

## Paper Contribution in Refereed Conferences

Literature Review on Showrooming: Exploring Future Direction Of Research published in 2020 AMA Summer Academic Conference

## Research Papers under Review Process in Refereed Journals

## Case Study under Review Process

## Publications: Work-in-Progress

## Popular Press

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## Conferences Attended / Organized

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2020 AMA Summer Academic Conference

## Experience as Reviewer

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## Professional Membership

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## Area of Interest

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- Omni-channel Retail, Showrooming, Webrooming, Retail Technology, Conversational Commerce

## Achievements / Extra-Curricular Activities

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- VP Membership – Toastmasters International (World’s biggest platform for public speaking), Calisthenics trainer

## Personal Details

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- Languages: English, Hindi, Marathi, Marwari
- Computer Proficiency: Proficient in MS Word and Excel
- Date of Birth: 23-03-1984
- Hobby: Meditation, Functional Training

## References

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Mr. Shreesh Misra  
COO – FMNL (Future Group)

Prof. Debashis Sanyal  
Director – Great Lakes

Dr. Nirankush Dutta  
Assistant Professor – BITS, Pilani

Mobile: +91-9619474777

Mobile: +91-9619792041

Mobile: +91-9560519781

E-Mail: [Shreesh.misra@futuregroup.in](mailto:Shreesh.misra@futuregroup.in) E-Mail: [debashis.sanyal@greatlakes.edu.in](mailto:debashis.sanyal@greatlakes.edu.in) E-Mail: [nirankush.dutta@pilani.bits-pilani.ac.in](mailto:nirankush.dutta@pilani.bits-pilani.ac.in)