

OM_PA_01_IT Sales

Seeking challenging assignments with a growth oriented organization that utilizes best of my skill set, for a career, encompassing professional & personal advancement viz. a viz. company's growth.

Profile Summary

A competent professional with over 6+ years of experience in

Business Development	Project Management	Training & Development
Key Account Management	Enterprise Sales	Demand Generation
Relationship Management	Channel Sales	Revenue Generation

- Contributed in business development With Minimum Ticket size of INR 5 Million.
- Successfully acquired major clients across the verticals - Education, BFSI, NBFC's, Telecom, IT, E commerce, Energy, Retail, etc.
- Possess strong hold on Large Enterprises/Small and Medium Enterprises.
- Competent in pricing model, market understanding & analysis, new product launch and market positioning
 - A quick learner with flair of new technologies and solutions available to drive the market. Experience into International Sales.

Professional Experience

Current Organization-From June 2017 Labtech Instruments – Senior Sales Manager (Hunting & Farming)

Key Responsibilities

Responsible for development of business opportunities and expansion in the assigned territory by offering Software and IT Services, by actively Following up with Channel Partner and closing deal..

Business Development: Managing the complete sales cycle (pre & post sales) and generating new business through lead generation, client visits, drafting proposals, negotiations and finally getting the contract. Driving sales initiatives and achieving desired targets with overall responsibility of ROI.Bid Management, RFP/RFI, and Tender Preparation. Providing Cloud Computing ERP Solution (SAP, Microsoft Dynamics), ILL, WAN, MPLS, WMS, RFID Mobile Application solutions to clients. Generating Revenue From Scratch without having any existing client database of Organisation

Client Relationship Management: Establishing strong relationship with the existing clients, providing extended support & addressing all their concerns, identifying the expansion opportunities to achieve business targets.

Marketing:

- Responsible for business development & promotion activities – Branding & promotions, networking in conclaves and summits.
- Participating in business exhibitions like and Seminars.
- Handling the PR activities on a national level by utilizing all the media tools
- Catering Domestic and International (US, Australia, Canada, and Gulf Countries Etc.) Market.

January'16 to April'17 in Times Business Solution Ltd. - Business

Development Manager

Key Responsibilities

- Sales, Clients Services, and Key Account Management catering following Industries. Payments, BFSI, E-Commerce, IT, Education.
- Bid Management, RFP/RFI, Tender Preparation.
- Revenue generation through Corporate, Government and PSU's.
- Sales though tender bidding, order-execution and collections
- Selling Branding solution/Visibility services, Space selling for both IT /Non IT.
- Providing Mobile App Solution
- Providing branding and recruitment solution as per the client requirement
- Ad Space selling as per client requirement
- Authentication of Costing/ Terms of Payment / Collections etc.
- Client Acquisition/Lead Generation

August'14 to Dec'15 in SoftAge Information Technology Ltd.- Business Development Manager

Key Responsibilities

Business Development:

- Managing sales and marketing for the software's and services, ensuring accomplishment of set business targets. Identifying & generating business from new & existing accounts and achieving profitability
 - Bid Management, RFP/RFI, Tender Preparation.
- Team handling and driving the entire sales cycle starting from lead generation, approach, presentation, solution design, presales, negotiations, contract closure, post sales transition and project handover to the service delivery team.
- Offering solutions like workflow based DMS (SAAS model/On premise), workflow Management, Cloud & data hosting, data encryption, Modules integration & customization, managed services, Business Process services, Digitization and Archival services, ILL, Call Center Setup, Data Services, Web, Mobile App etc.
 - Providing Cloud Computing ERP Solution (SAP, Microsoft Dynamics)
 - Data Center Management
 - Conducting software demos, process understanding and walkthrough with estimated timelines.
 - Application Management, Managed IT Services, Warehouse Automation/Office Automation and Mobility Infrastructure. Handling Very Big Enterprises. Handling SAAS Products, Concept Selling, Software Sales.

Marketing:

- Responsible for business development & promotion activities – Branding & promotions, networking in conclaves and summits.
-
- Participating in business exhibitions like and Seminars.
-
- Handling the PR activities on a national level by utilizing all the media tools.

CRM: Establishing strong relationship with the existing clients, providing extended support & addressing all their concerns, identifying the expansion opportunities to achieve business targets.

Govt./PSU:

- Identifying the platforms to participate in forums and debates which are essential for promotion in Govt. & PSU networking.
- Responsible for the tendering process (RFP/RFQ). Pre-qualification, Technical Evaluation & bid submission

June'11 to May '12 in G D Goenka - Business Development Executive (Before PGDM)

Key Responsibilities

- Revenue generation through Government and PSU's.
- Sales through tender bidding, order-execution and collections
- Continuous interaction and build relationships with external customers.
- Managing/servicing existing client relationships and bringing new relationships
- Conducting Marketing activities.
- Authentication of Costing/Terms of Payment/Collections
- Lead Generation

Academic Qualification:

- **PGDM (2012-2014)**, Marketing & Finance (NDIM, New Delhi)
- **BCA (2008-2011)**, MCRPV(Bhopal)

Achievements:**Professional:**

- Rewarded by MD for Revenue Generation through Client satisfaction, Softage Information Technology Limited
- Promoted to Assistant manager from Senior Sales Executive in just time period of 7 Months.
- Joined as Business Development Manager in Labtech Instruments. Promoted to Senior Manager In a very short Time Span.

