

9742581080



Punithcs024@gmail.com



Club Road Vijayanagar  
Bangalore



Punit BT

Senior Sales Manger- IT Sales( BFSI Vertical ) ESDS  
Software Solution Handling entire South states from Bangalore

## EDUCATION

B.Tech in Computer In  
Vishweshwaraiah  
Technological University ,  
Udupi, 2009

## KEY SKILLS

Key Account Management  
Strategic Sales & Marketing  
(IT) Business strategy  
Execution Strategic Alliance  
Team  
Leadership  
Conflict  
Resolution  
Channel and Alliance Management

## AWARDS

Best Key Account Management  
2015

## CERTIFICATIONS

Cloud Technologies Solution in  
Banking Industries & Cyber  
Threats in Digital Solutions

## Personnel Details

DOB : 30-081986  
Languages Known :  
English,Hindi,Kannada,Tulu

## CAREER

Senior Sales Manager & Key Account Management with over 10 years of experience planning and implementing sales strategies over a multi-state territory in entire South Indian BFSI Domain

Handling of new technologies like Data Center Sales ,Software Sales,Core Banking, Cloud Hosting ,Data Center,Manged Service,Mobile Solution,Payment Gateway,Virtual Solution in SAS, PAAS, LAAS.

## PROFESSIONALEXPERIENCE

### Senior Sales Manager- BFSI Domain ESDS Software Solution Sept 2019 - Present

Handling of Banking Software,Data Center Services including clouding hosting ,co- location,hosting,manged service along with cloud solution,Security solution ( Soc,Monitoring tools ,Cyber security solution ,Anti fishing scanning solution),Software sales to BFSI Vertical in entire South India

Handling Public sector Bank ,Private Sector Bank,Small Fiance Bank,Insurance Company ,FIntech Company ,Cooperative Bank,DCCB ,Grameena Bank,Financial Institution.

Handling Software Service provider as a key Account management in collaboration to participate I RFP/RFQ for Major Tenders

Handling Channel partner and fintech Partner for generating of new business

### Sales Manager-BFSI Domain entire South States Manipal Technologies -- IT Sales / 2017- 2019

Handling Banking Software, Payments, Enterprise Mobility, Mobile Banking, Mobile Payments, Mobile Commerce, Online Banking, Digital Channel Platform Commerce Software Sales ,Virtual Solutions, Toknization Solution ,Block Chain, AI, IOT, Payment Gateway Sales, Software Sales, Mobile solution Sales, Core Banking Solution Sales.

Handling Entire South states Banks , Financial Institution, CBS Provider, Public Sector companies and Govt Institutions.

BSFI Vertical/Software Sales in , Enterprises Mobility Consumer Mobility and

Roles and Responsibilities: Experience across Banking Software, Payments, Enterprise Mobility, Mobile Banking, Mobile Payments, Mobile Commerce, Online Banking, Digital Channel Platform Commerce, Experience in front-end sales in rural/semi-urban markets in Public Sector Bank and Co- operative Bank and other financial institution in Karnataka; selling Mobile Banking , Mobile App IT products, Solutions or Services to BFSI companies. Responsible for the overall sales to Banks/Financial institutions/Gove Institution/Media Sales/and relevant organization in Bangalore/ rural/semi-urban locations in Karnataka. t Tender process (RFP/RFQ)/Handled alone in few bidding process. Co-Ordination of Key account management.

**Key Account Executive.**

**Forbes Technosys BSFI Vertical (Self Service Automation/ATMs/BAS/CTS/FIS) and Software sales**

**May 2013 to Mar 2017**

FTL Business lines of business include Self-Service Automation (Kiosks and Mufti-function ATM's), Imaging Solutions, Financial Inclusion Solutions, Enterprise Mobility Solutions, Banking Automation Solutions for Nationalized banking and other co-operative bank and other financial institution .Banking Software applications sales and support. Sales and Marketing of Banking industry related hardware machines like Kiosk, ATM's and other Banking enterprise accessories. Co-Ordination of Key account management and generating the desired business from the key account. Co- Coordinating support for sales, service and support for banking enterprise. Maintain each customer's portfolio updated and record client's product preferences accordingly

Ensure delivery of high quality customer support and act as a liaison between top tier clients and management. Correspond with production and sales department to bridge any gap among customer preferences and company produce. Generate monthly reports as per changes needed in product to better suit client needs.

**Sales Executive .**

**Gunina Computers (Microsoft /Tally ERP Software Sales /Server Storage Sales /Network equipments Sales )**

**April 2010 to May 2013**