**Gaurav Soley**

**AGE : 42**

**GENDER : M**

**LOCATION : MUMBAI**

**RELIGION : Hindu**

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**Objective** – “*To be in an organization of repute wherein my skills and experience can be effectively employed for increased business volume, profitability and continuous growth”****.***

**PROFILE SYNOPSIS**

* **Sales and Business Development Manager with** **BE in Computer Science having 13 years experience in Sales & Business Development of IT Products and IT Services.**
* Knowledgeable, creative and result-oriented having a great background in meeting and exceeding sales objectives of the assigned territory by promoting and selling IT solutions and IT Servicesthrough professional sales techniques.
* Ability to influence, motivate and lead people - staff, customers, vendors - through effective communication and personal interaction skills.
* Set and achieve ambitious goals.
* Consistently successful in identifying and capitalizing upon market opportunities to drive revenue and profit growth. Effective customer liaison with strong interpersonal and communication skills.
* Proficient in business development, sales management and customer relations.
* Excellent relationship management skill with Partners & Leading OEMs and have worked closely with managing large Accounts in **Corporate, PSUs, Enterprise Accounts and SMBs**.
* Interested in existing as well as emerging industry practices & new Technologies.
* Have grown up an **decent client base in west region relation with “C” level**.
* Proven success of prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers.
* Ability to craft a solution with appropriate products and services that meet business goals based on client discussions.
* Profound ability to develop positive and supportive relationships with colleagues; internal staff and management.

**PRODUCT AND MARKET ECPERIENCE:**

|  |  |
| --- | --- |
| **IT Solutions and Services** | **Customer Segment** |
| • Cloud and Data Centre Solution  • Enterprise Hosting Solution | • Corporate & Enterprise & SMEs  • BFSI |
| • Managed Infrastructure Services |  |
| • Mobility  • Web Solutions |  |
|  |  |
|  |  |

**CORE COMPETENCY & STRENGTH:**

• Lead Generation • Team Player

• Key Account Management • Large customer base 300 plus • Negotiations

• Client Relationship • New Business Development • Account Retention

**WORK HISTORY:**

**1.** **Openradix Software Solutions Pvt Ltd, Mumbai**: **January 2018 –Till Date**

**Sales Manager – India**

* Handling India Sales operations.
* Handling sales of Zimbra mailing solution, MS O365, G-Suite,Mobile and Web application projects, server integration on cloud.
* Major Market Focus on SMEs and enterprise
* Business Target Responsibility of 2 Cr per year
* Acquiring of new clients
* Have created a market awareness of Zimbra Mailing Solution (open source).
* Created a solid funnel base in the Mumbai region.

**2. XcellHost Cloud Solutions Pvt Ltd, Mumbai: May** **2017 - October 2017**

### Partner Manager – Cloud

* Handling generating and managing new sales accounts in west region.
* Service/Product Portfolio: Acronis Data Backup – On Cloud and On Premises, DR on Cloud, Server Migration on Cloud, Infrastructure On Cloud, MS O365
* Target Market: SME & Enterprise Clients in West Region
* Technology Dealing: Acronis and Microsoft
* Recently on Apple & Cisco Mobility Solution
* Generated Sales from new accounts.
* Attended numerous trainings and knowledge sessions Acronis Backup.

**3. Inube Software Solitions Pvt Ltd., Mumbai: July 2016 – April 2017**

### Sales Manager - Mobility

* Handled business development for Mobility in BFSI and SME vertical across West region**.**
* Responsible for new business and account management, strategy and sales growth for west.
* Negotiate contracts with corporate and large accounts in all verticals covering west region.
* Made prospecting an integral part of my regular routine ensuring new prospects are being added to the sales funnel on an ongoing basis.
* Managed a complex, enterprise solution sale with a defined purchasing cycle.
* Moved the sale through the entire sales process, actively engaging other company members as necessary to ensure success.
* Attended business events throughout the year and participate in other learning process.
* Winning Mobility Application project for Mahindra Insurance Broker.

### 4. Deltecs Infotech Pvt Ltd. Mumbai: January 2015- February 2016

### Sales Manager - Mobility

* Responsible for managing business of Mobility and DronaHq App Development platform.
* Generate leads through social media and cold calling for Dronahq platform.
* Generate decent number of leads for Mobility and Dronahq mobility platform.

### 5. Robosoft Technologies Pvt. Ltd., Delhi: April 2014 - December 2012

### Sales Manager - Mobility

* Handled sales of Mobile Application Developmentin West Region with focus on corporate and large accounts.
* Negotiated and closed few corporate new contracts.
* Opened a large customer base for Mobility in the western region.
* Supported integrated marketing campaigns via product demonstrations, promotional events and EDMs.
* Proficiently handled incremental sales from existing customers, renewal and customer retention
* Wining Mobility Application for ICICI Pru AMC Ltd to mobilise their sales process.

**6.** **Openradix Software Solutions Pvt. Ltd., Chennai: March** **2013 – December 2014**

### Business Development Manager

* Handled Sales of **Zimbra Mailing Solution** for Mumbai region.
* Effectively managed new sales of western region, while maintaining consistently high levels of sales performance and customer satisfaction by learning about new products and improving selling skills.
* Increased sales funnel for Zimbra .

**7.** **Zylog Systems Ltd., Mumbai: November 2011 – February 2013**

### Business Development Manager - BFSI

* Responsible for sales of **Mobile Banking, CTS, Pay manager in BFSI vertical.**
* Joined the organization as an Business Development Executive and worked closely with Presales team to generate sales leads in west region.
* Developed a strategy of approaching the BFSI vertical.
* Proactively acted on customers’ requirements, ground works and pre tendering stages.
* Worked closely with Presales team to provide quick solution to the customers.
* Built strong relationship with major **OEMs like HP and Oracle**.
* Generated decent sixe of sales funnel.
* Created large accounts by winning tough competition and bagging orders such as **BOI, Dhanlaxmi Bank, DBS Bank, IDBI Bank.**

8.  **Times Internet Ltd, Mumbai : December 2009 – October 2011**

**Channel Sales Manager**

* Responsible for sales of Web Solutions across Mumbai region through Channel partners and Direct.
* Product Portfolio: Meramail Mailing Solution, Web and Mail hosting, Mass Mail, Domain Registration, Website Designing, Payment Gateway.
* Created strong partnership with channel partners across west region.
* Created strong funnel base across west region.
* Targeted vertical was SMEs.
* Closed many deals for web solutions.

9. **QuatumLink Communications Pvt Ltd, Mumbai : December 2006 – November 2009**

**Sales Officer - SME**

* Manage Mailing and Hosting business across Mumbai region.
* Product portfolio: Postmaster Mailing Solution, Iquinox Mailing Solution, Mailserv Hosting.
* Did channel as well as direct sales.
* Build GTM plan with Resellers.
* Won many cases in SME vertical for Mailing and Hosting business.
* Achieved my sales targets for FY 2009.

10. **Spider Software Pvt Ltd, Mumbai : May 2005 – November 2006**

**Sales Executive**

* Handling business of Share market prediction software across Mumbai region.
* Product portfolio : ERIS (Real Time Technical Analysis Software)
* Did channel as well as direct sales.
* Generated sales funnel through cold calling and visits**.**

**ACADEMIC CREDENTIAL:**

BE (CSE) – Oriental Institute Of Technology, Bhopal – 67.56%

12th (PMC) – RNHSS, Khandwa – 65%

10th (All Subjects) – SVM , Khandwa – 66%

**TRAINING CERTIFICATION PROGRAMS**

1. **ACRONIS – Certified Backup Specialist, ACRONIS Sales Specialist**

**PERSONAL DOSSIER:**

Date of Birth: 17th August 1981

Languages Known: Marathi, English, and Hindi

Hobbies: News, Reading and Driving