

# CURRICULUM VITAE

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## ORGANISATIONAL EXPERIENCE

- *July 2015 – Currently working at Gamut Infosystems Limited, Regional Sales Manager - South India, Middle East*  
**Responsibilities and Achievements**

- ✓ Developing the market of South India for Web Based ERP software Farvision in the Real Estate and Infrastructure Industry.
- ✓ Ability to hunt new Enterprise accounts and acquire the opportunity.
- ✓ Drive the entire sales cycle from initial customer engagement to closed sales.
- ✓ Qualify prospects against company criteria for ideal customers and sales.
- ✓ Maintain a high level of relevant domain knowledge in order to have meaningful discussion with prospects.
- ✓ Travel and conduct face to face meetings with respective CFO and CEO.
- ✓ Have replaced Competition ERPs with our ERP product Farvision.
- ✓ Maintain a record on sales activity and update on the CRM system.
- ✓ Last five years and have travelled extensively to penetrate the Farvision ERP to the southern states of India.

- *February 2015 –June 2015 with IDSi Technologies Pvt. Ltd, Assistant General Manager*  
**Responsibilities and Achievements**

- ✓ Managing a team to market the enterprise products of Reliance Communications in Kerala.
- ✓ In a short span able to market the solution to educational institution

- *March 2014 – February 2015 with ISPG, Assistant General Manager, Enterprise Sales*  
**Responsibilities and Achievements**

- ✓ Managing the Enterprise Sales Team in ecommerce, Social Networking.
- ✓ Building strategic partners across the globe.
- ✓ Marketing Enterprise products developed by ISPG on online Customer-Merchant engagement ( Oorjit), Enterprise social networking platform ( Ollco) and listing solution (Zeekin).
- ✓ Markets focused are Middle East, South America, and Africa. Expanding the market with Business partners and Direct Sales.

➤ ***May 2012 – January 2014 with SBL, Senior Manager – Business Development***  
**Responsibilities and Achievements**

- ✓ Marketing the android based solutions for Hospitality.
- ✓ The solution is a restaurant management system based on tablet devices replacing the standard menu cards in restaurants.
- ✓ Developed the markets of India and UAE.

➤ ***June 2008 – April 2012 with iSmart Business Solutions Private Limited, Senior Manager – Business Development***  
**Responsibilities and Achievements**

- ✓ Spearheading and identifying clients for the ERP in agri business ( Tea, Rubber, Oil Palm) in countries like India, Sri Lanka, Malaysia, Indonesia.
- ✓ Managing activities like market mapping, identifying prospects, cold calls, preparation of proposals, negotiations and finalisation of deals for the ERP software in companies across the mentioned countries.
- ✓ Identifying deals from early stage by developing CEO, CFO, CTO level relationship within the client organisation.
- ✓ Providing consultancy with the head of the organization and department heads in IT and Finance to convince them on the advantage of implementing ERP in their organization.
- ✓ Initial target market was India but scaled up with repeat business in market regions of Sri Lanka, Malaysia, and Indonesia.

➤ ***July 2001 – June 2008 with Redington India Limited,***  
**Growth Path**

2001 – 2002	-	Area Sales Manager, Redington Ranchi
2002 – 2004	-	Area Sales Manager, Redington Kochi
2004- 2007	-	Branch Manager, Redington Trivandrum
2007 – 2008	-	Branch Manager, Redington Madurai

**Responsibilities and Achievements**

- ✓ Identified new IT channel partners across the territories handled.
- ✓ Developed small IT channel partners across the districts to have a larger coverage for the entire basket of products dealt.
- ✓ Mapped the IT vendors and the IT channel partner with a better relationship to endure better deals at profitable margins.
- ✓ Initiated to larger warehouses and easily accessible to IT Channel at cost effective rates.
- ✓ Managed the operations in all branches successfully.
- ✓ Front ended for the organization with Government officials for various implementations to open branches and warehouses in tough terrain.
- ✓ Monitored portfolios of the component, peripheral, System and software business.
- ✓ Captured higher market share in most products given.
- ✓ From a single man branch grown to manage product managers within the branch at various locations.
- ✓ Managed the Credit policy with the IT Channel well and achieved all targets with zero outstanding in the branch.

➤ **May 1999- June2001 with Soft Systems Ltd., - Marketing Manager**  
**Responsibilities and Achievements**

- ✓ The organization provided me the opportunity to start a new branch office at Kolkata for Marketing the ERP software to Tea Industries.
- ✓ Met the Head of the organization and convinced them on the advantages of transforming their organization to a complete ERP system.
- ✓ Generated the entire Market cycle from lead development to closure.
- ✓ Our first order was within the first quarter and brought in several large orders in the two years from the region of North East India.

➤ **January 1997 – April 1999 with Inndsoft Systekh Ltd, Business Development Manager**  
**Responsibilities and Achievements**

- ✓ Marketing Computer Based Training Software to corporates.
- ✓ Built a team to market the products in Mumbai, Pune and Ahmedabad.
- ✓ Captured market space at corporate houses ,training institutions, Banks.
- ✓ Learned Negotiations, managing a team, constant coaching the team at various intervals.

➤ **April 1994 – December 1996 with Net Link Technologies, Marketing Executive**  
**Responsibilities and Achievements**

- ✓ Marketing Computer Based Training software to training Institutions pan India.
- ✓ Target markets were individual training institutions which lagged in courseware for students and Faculty.
- ✓ The product was based on manuals, slides and software.
- ✓ I had brought in the idea to market this Training software to Bank Training Institutions across India.

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### EDUCATIONAL CREDENTIALS

- ✓ 1994 : Honors in System Management from National Institute of Information Technology, Chennai.
- ✓ 1992 : B.Sc. (Physics) from Bharathidasan University, Tiruchirapalli

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### PERSONAL DETAILS

- ❖ Date of Birth : 24<sup>th</sup> June, 1969
- ❖ Residing : Kochi, India
- ❖ Languages : English, Malayalam and Tamil
- ❖ Passport : Holder of Indian Passport, details to be provided on request

The above details provided are to the best of my knowledge.