**Nalin Handoo**

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**Seeking Assignments in Business Development, Client Management, Strategic Planning and Profitability Accountability with growth oriented organization in India or Abroad.**

**Synopsis**

* Highly performing sales and business development professional with a 12 year long verifiable track record of driving revenue growth and profitability within highly competitive organizations, industries and markets.
* Experience in developing and handling C-Level relationships in large Enterprise Accounts. Existing relationships across Telecom, Manufacturing and IT/ITES Industries.
* Good understanding of enterprise IT and Telecom technologies and solutions.
* A proactive leader and planner with expertise in strategic planning, market plan execution account management and pre-sales with skills in competitor and market analysis, staffing and targeted marketing.
* An Out-of-the-Box Thinker with a proven track record of increasing revenues, establishing dealer networks, streamlining workflow and creating a highly team environment to enhance profitability innovatively.
* A skilled communicator with exceptional presentation skills .Ability to establish beneficial relationships with key players in the industry.
* Possess expertise in working on multicultural environments with the distinction of exploring new markets for expanding businesses and streamlining operation.

**Areas of Expertise**

Business Development

* Initiate/develop relationships with key decision makers in organizations for business development.
* Identify prospective clients and pitch right solutions to achieve business targets.
* Evolve market segmentation & penetration strategies to achieve targets.

Large account management

* Account Management for large Enterprise Accounts to maximize revenue and profitability from target named accounts.
* Proactively develop up selling and cross selling opportunities in existing clients.
* Provide direction to execute promotions/launches in sync with regional characteristics.

Specialties

* **Client Relationship, Account / Territory Management, Solution Selling, Team Management, Sales Cycle Management, Strategic Planning, Strategic Alliances.**

**Work Experience**

**Senior Manager – Enterprise Business**

**Tata Teleservices Ltd – December2012 –Till Date**

* Part of Enterprise Sales team in North and responsible for business in the Large Accounts in the region through Direct selling.
* Handling sales of integrated telecom solutions like Data Center Solutions, Managed Hosting Solutions , Enterprise connectivity Solutions MPLS VPN ,P2P, Audio Conferencing, Wi-Fi, ILL, IPLC , MVOIP,CDN ,Video Conferencing, Toll Free Number, Voice Solutions like PRI, Data Cards ,Mobiles etc.
* Major Responsibilities include increasing the revenue for Enterprise Data Products in the region. Market Planning - segment wise, product wise of current market size, potential, our position in the market, competitive landscape, incremental market growth month on month with respect to gross / net adds.
* Responsible in designing schemes for business enhancement. Responsible for customize pricing as per the need of the customers. Responsible for retention of customers on our network and manage churn. Capacity and Capability Presentation.
* Handling revenue of 4 Million USD.
* Handling team of 7 CM .
* **Key wins –Applect Learning Systems, Pacific BPO, Mothers Pride etc**

**Vertical Head -Enterprise Business**

**Huawei Telecommunications Ltd: September2011 –November2012**

Handling products like Routers, Switch, Server**,** Storage, VDI, Data Center,Video Conferencing, and Telepresence.

* Responsible for the business in Manufacturing and IT/ITES vertical.
* Managing the complete relationship with the SI partners like CCS Computers, Houston Technologies, Telexcel and work closely with them to increase the penetration of Huawei share in the market.
* Handling Global customer like Genpact, HCL Technologies Ltd, LG Electronics, Hero Moto Corp, Mahindra group etc.
* **I arranged the meeting between the Genpact CEO and Vice Chairman of Huawei in World Economic Forum.**
* Handling team of 4 AM.
* Key Wins – LG Electronics – USD 1 Million and Mahindra.

**Manager – Strategic Accounts**

**Aircel Business Solutions: October 2009-September 2011**

* Responsible nationally for managing strategic enterprise accounts and global accounts.
* Developing comprehensive account plan, sales strategies and annual operating plan specific for these accounts.
* Maintained a consultative approach to up sell and cross sell in enterprise accounts.
* CXO level interactions and orchestrating the efforts of support teams to drive the execution of the account plan.
* Consistently ranked among top performers.

**Achievements:-**

* Closed big deals with high revenue on Aircel network during 1st year of the startup.
* **Key wins from clients like Genpact India, HCL Technologies Ltd, LG Electronics, NSN, Apollo Tyres etc done almost 1 Million USD business.**

**National Business Relationship Manager**

**Tata Teleservices Ltd: July 2006 –September 2009**

* Managed named accounts within Delhi NCR and was responsible for achieving designated targets.
* Responsible for the Business Development of the Enterprise business team and focus on

Understanding customer’s telecom requirements.

* Conceptualizing the solution & its requirements, application integration options & demonstrating Proof of concept with presales team.
* Handling solutions like Road Worrier , MPLS connectivity etc.

**Achievements:-**

* Awarded best Sales performer for the year 2007- 2008 in Town hall.
* Closed single largest order for TTSL worth more than 2 cr.
* **Created client like Whirlpool of India which was 100% on TTL pan India**.
* Closed big ticket business from clients like Whirlpool, Samsung, KPMG, PepsiCo, Coca Cola etc.

**Key Account Manager – Chandigarh**

**Bharti Airtel Ltd: January 2005 –July 2006**

* Responsibilities included business generation for the wire line and data business.
* Managed current as well as new accounts and generate new business.
* Developed new major accounts in the region with high revenue.
* Worked closely with pre sales team for the correct solution.
* Have demonstrated achievement orientation and team leadership skills with experience of managing the team of 5 professionals for 2 years.

**Sales Manager – Corporate Sales**

**Reliance Infocomm Ltd – October 2001- January 2005**

* Promote RIM, Wireless Solutions, Analog lines and PRI Lines in Delhi & NCR, identifying possible business opportunities in the existing accounts.
* Appointing and managing major Channel Partners in the assigned territory.
* Conducting sales campaigns in the assigned territory and drive the movement of the presales solution.
* Monitoring the performance and taking appropriate corrective actions wherever required.

**Academia**

B.E Dr. Baba Sahib Ambedkar Marathwada University, Aurangabad

MBA (Marketing) SCDL-Pune

**Date of Birth** - 11th April 1978