



Kasi Viswanath Yelisetty

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SUMMARY:

- ▲ Result oriented professional with 9+ years of experience in sales and Business analysis of IT S/W & H/W
- ▲ Proficient in managing and leading teams to achieve the desired set of objectives for the organization
- ▲ Thorough professional with a proactive attitude capable of handling multiple functions and activities in high pressure environments with tight deadlines
- ▲ Possess excellent interpersonal, communication and organizational skills with proven abilities in customer relationship management
- ▲ Proven team player with outstanding people management skills

EDUCATIONAL QUALIFICATION:

- ▲ MS in Computer Science (2021 - on going), Old Dominion University, Norfolk,US
- ▲ Post Graduate Program in Management (PGPM) (2021-2022), IMT, Ghaziabad, India
- ▲ Bachelor of Computer Science (2007-10), Acharya Nagarjuna University, India

PROFESSIONAL EXPERIENCE:

Period	Organization	Designation
July'20 – Nov'21	Mythri Techono Solutions Pvt. Ltd.	Senior Business Analyst
Aug'19- June'20	VCloudpoint Sales & Marketing India	Business Analyst
May'17-July'19	NComputing Sales & Marketing Pvt Ltd	Channel Manager
April'11- April'17	Microcare Computers Pvt Ltd	Support Engineer

Technical Expertise:

ETL Tools	Data Stage 8.1 & 8.5 and Qlickview
Data Base	Oracle 11g, 12i ,Tera Data and SQL Server
Language	Python
Operating System	Windows and Linux

ROLES & RESPONSIBILITIES:

1. **Mythri Techno Solutions:** *Senior Business Analyst*

- ▲ Managing the operations of regional and end customer sales and ensure defined targets are met
- ▲ Deliver qualified opportunities and coordinating with channel partners target achievements and timely closures
- ▲ Part of the planning process to shape the strategies and tactics for sales
- ▲ Utilize public information and personnel network to develop marketing intelligence for generating leads
- ▲ Develop lead generation strategies and tele-campaigns in co-ordination with sales and inside sales team
- ▲ Designing innovative strategies to increase product portfolio and business revenue

2. **VCloudpoint Sales & Marketing India:** *Business Analyst*

- ▲ Managing the operations of regional and end customer sales for AP, TS & MH and ensure defined targets are met
- ▲ Deliver qualified opportunities and co-ordinating with channel partners target achievements and timely closures
- ▲ Manage the collaboration of team of different roles such as sales representatives, the technical solution representatives to effectively progress opportunities and pipeline through the sales cycle.

- ▲ Part of the planning process, help shape the strategies and tactics for sales
- ▲ Regularly reviewing performance of channel partners with the productivity metrics and implementing corrective actions
- ▲ Identify and develop new streams for revenue growth and maintaining relationship with customers to achieve repeat/referral business
- ▲ Conduct training programs & seminars to the customers to demonstrate technical superiority of the product
- ▲ Training & monitoring the performance of channel partners to ensure efficiency in sales & customer service
- ▲ Oversee and monitor agent interaction with customers to ensure sales, quality and compliance goals are met
- ▲ Produce weekly, monthly & quarterly dashboards and analysis to demonstrate project progress on revenue, pipeline, awareness and market perception through reports on leads, conversion, opportunities and revenue potential

3. **NComputing: Channel Manger**

- ▲ Managing the operations of AP & TS Partners and end customer's sales
- ▲ Exceeding revenue objectives while continuously creating opportunities for revenue generation and achieving assigned targets by maintaining quality
- ▲ Effectively working on Primary and secondary sales
- ▲ Generated over 200+ leads in a quarter at a closure rate of 80%.
- ▲ Regularly reviewing performance of channel partners with the productivity metrics and implementing corrective actions
- ▲ Maintain and build CRM data to build a predictable sales pipeline
- ▲ Improve Sales Development process, and helping on end customer closures
- ▲ Define targets for each individual through different revenue based projects
- ▲ Training & monitoring the performance of channel partners to ensure efficiency in sales & customer service
- ▲ Oversee and monitor agent interaction with customers to ensure sales, quality and compliance goals are met
- ▲ Produce weekly, monthly & quarterly dashboards and analysis to demonstrate project progress on revenue, pipeline, awareness and market perception through reports on leads, conversion, opportunities and revenue potential

4. **Microcare Computers Pvt Ltd: Support Engineer**

- ▲ Installation, Troubleshooting and Maintenance of various make desktops and all computer peripherals
- ▲ Concepts of LAN, WAN Technologies
- ▲ Design and Implementation of Networks
- ▲ Configuration of Routers and establishment of routing
- ▲ Initial configuration of Switches and configuring VLANs in the Switches
- ▲ Administration of all windows server
- ▲ Troubleshoot windows servers and streamlining the user policy
- ▲ Installing and configuring Firewall