



SHRIPAD V. KAPRE

SENIOR LEVEL SALES PROFESSIONAL

✉ shri_kapre@yahoo.com

☎ +91- 7738359185 / +91-9323132058

Industry Preference: Manufacturing/Software/IT/Channel Management

Vertical- BFSI, Govt, Data center, State DC's

Location Preference: Mumbai/PAN India/Overseas

Executive Profile

- ✦ **Extensive experience** in managing multi-diverse functions with **20 years** of career success in developing & executing business expansion strategies to accomplish top & bottom-line profitability
- ✦ **Proven success in spearheading sales of Sophisticated Electrical Capital Equipment** such as:
 - UPS, Batteries, Lighting Fixtures, Precision Air Conditioners, LV Panels, Switches, Building Management System, Transformers, Turnkey ,Data Center Solutions, Data Centre Audit,
 - IOT, Asset Management, Workspace Management and Smart Building Solutions & software, Conference Management, Meeting Room Management
 - DCIM, Power Distribution Unit, Server Racks, Lighting Control, Network Connectivity, Energy Procurement and MV Equipment
- ✦ **Effective in high-profile executive roles** by overcoming complex business challenges using experience-backed judgment
- ✦ **Experience in developing and executing a robust key account management and engagement strategy** for target accounts, inclusive of the right mix of marketing tactics to engage the account and marketing support during and after the sales process
- ✦ Established cordial relationship with **Sify, Amazon Web services and Barclays Bank ,HDFC, Axis Bank , SBI & many others**
- ✦ **Partnered with Electrical consultants, electrical contractors, cost consultants, Architects and Project Management Consultants** for enquiries as well as securing product specification approved during the pre-tender stage
- ✦ **Excels in** managing portfolio of clients & delivering exceptional client service throughout complex, mission-critical technical solution deals
- ✦ **Experience in** developing and executing customized accounts plans to increase sales volume, market share and relevance in marketplace; providing strategic value to customer including leveraging trends in customer marketplace to shape solution and approaches
- ✦ **Creative and dynamic marketer** with proven expertise in consistently penetrating new markets to ensure sustainable revenue growth
- ✦ **Strategic thinker and proactive problem-solver** with expertise in consultative selling and team management
- ✦ **Channel Partner & System integrator management**

Core Competencies

Sales & Marketing/Strategy Planning

Key Account Management

New Business Development & Growth

Techno-commercial Operations

Project/Solution Sales

Account Planning/Strategy

Single point of contact

Strategic Alliances & Partnerships

Team Building & Leadership

Soft Skills

Leadership

Empathy

Negotiator

Creative
Mind-set

Result Oriented

Change
Agent

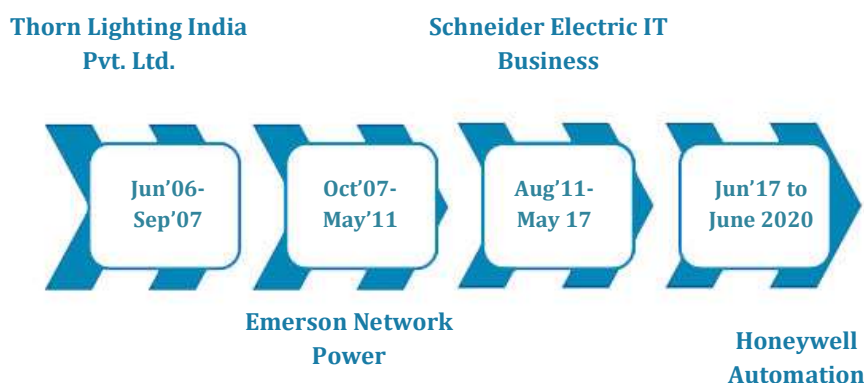
Education & Credentials

- M.Tech. in Heavy Electrical Equipment's from Maulana Azad National Institute of Technology, Bhopal, Deemed University in 2004
- B.E. in Electrical from Rajiv Gandhi College of Engineering Chandrapur, Nagpur University in 1999

IT Skills

- Microsoft excel, MS Office and Internet Applications

Career Timeline (Recent 4 Organizations)



Professional Experience

Since Jun'17 to June 2020 with Tridium Honeywell International Entity as Key Account Manager- BFSI (Banking, Financial Services & Insurance Companies) Vertical, IT, Data Centres across PAN India

- Spearheading the **Vertical Market Sales** for **BFSI & Data Centre Customers at PAN India level**
- Associating and working closely with the channel partners, System Integrators for Pitching Building Management System
- Engaged in **promotion of IOT in diverse applications, customer relationship & value proposition presentation**
- Evaluating the customer's requirement in accordance with the technical parameters and offering them the suitable services/products from the existing range
- Steering the formulation and implementation of corporate strategies for achievement of top-line & bottom line targets
- Designing, reviewing and reporting on the business development division's strategy, ensuring the strategic objectives are well understood and executed by the team
- Streamlining sales operations support functions including market research, technical marketing, sales engineering and contracts management, effective use of sales force (SFDC) for enabling quicker decision making
- Planning, organizing, directing, & controlling operations through business excellence philosophy
- Liaising with mgmt. for evolving strategic vision, driving change, and infusing new ideas for next level performance
- Ensuring customer retention, maintaining business relationship with individual & corporate clients to achieve repeat / referral business along with quality product and service norms
- Working closely with Bank of India, Union Bank, Credit Suisse, HDFC, JP Morgan, Morgan Stanley, IDFC, NSE, Netmagic CPWD, **NIC, Reliance, Dell, STT, Ctrl-s, State data centre** & other customers to pitch product for sales, AMC, service sales through partners
- Engaged in spearheading the vertical market sales for BFSI & Data Centre customers across PAN India
- Liaising with **Consultants, PMC, cost consultants, Electrical contractors & Data Centre Turnkey Bidders (Sify Sterling Wilson, L&T, Black & Veatch HP, IBM)** for Pitching Tridium Niagara Building Management Solutions
- Strategizing plans for creating Winning Strategy, conducting competition analysis, creating demand even when there is no demand in the market
- Coordinating with distributors, system integrators, channel partners, service providers in accordance with the requirement to promote Tridium Niagara products

Aug'11-Jun'17 with Schneider Electric IT Business as Key Account Manager-Global Sales- BFSI (Banking , Financial services & insurance companies) & Data Centre PAN India

- › Engaged in rigorous sales of Uninterrupted Power Supply (UPS) up to 1000 KVA above & Precision Air Conditioners, Turnkey Data Center Solutions including submission of offers, negotiating with customer for commercial/legal agreement sign off, order booking and timely collection
- › Delivered extensive support to the service sales team & other business group team for highly effective solutions & securing the deal; worked as a SPOC for managing & implementing the project
- › Functioned as a Key Account Manager for administering global accounts such as **Bank of America, BNP Paribas, Axis Bank, Deutsche Bank, JP Morgan, SBI Life Insurance, HSBC, Bank of India ,Punjab National Bank ,CPWD and Union Bank of India ,Dell**
- › Supervised the sales of other products such as **IBMS, LV Panels, Bus Bar, MV Switchgear, Packaged Substation, Network Connectivity Solutions, Lighting Controls, Remote Monitoring Solutions, Data Centre Audit and DCIM**
- › Worked closely with **IBM, Sify, Wipro, HP Electrical Consultants, Datacenter Consultants** for gaining insightful knowledge on the project, thereby devising accurate solution in association with particular solutions/product team
- › Gathered the customer requirement and delivered optimized **energy saving solutions**
- › Supervised the project execution; led project & service team for ensuring seamless installation & commissioning within the preset time frame
- › Key Accounts Managed: **National Stock Exchange, Barclays Bank, IndusInd Bank, Punjab National Bank, Macquarie Bank, Morgan Stanley, ICICI bank and Citi bank**
- › Support to service sales team to close battery, UPS AMC, data centre audit, BMS service contracts, Xmer & other Schneider products
- › Associated with **JLL & ISS Team** for AMC facility maintenance contracts

Oct'07-May'11 with Emerson Network Power, Mumbai as Deputy Manager- Sales BFSI, IT ,ITES, State & National Power generation companies Vertical

- › Headed the sales of **Uninterrupted Power Supply (UPS) up to 800 KVA & Precision Air Conditioners for Cooling Servers in Data Center**
- › Followed up and maintained cordial relations with clients from different sectors such as **IT, Banking & Financial Institutions, Government, Power Generation & Distribution Companies** including **State Electricity Boards, NTPC and Tata Power**
- › Played a key role in securing huge orders for **UPS from NTPC, National Stock Exchange, JP Morgan, Maharashtra State Distribution Company,NPCIL, and Tata Power**

Jan'06-Sep'07 with Thorn Lighting India Pvt. Ltd., Mumbai as Area Sales Manager

- › Spearheaded the sales and marketing of **Lighting Fixtures**
- › Dealt with numerous customers across diverse domains such as **IT, Banking & Financial Institutions, Government, Pharma and Power**
- › Developed business relationship with Architects, Electrical contractors,HVAC contractors, builders
- › Delivered **extensive demonstration of lighting to customers**
- › Successfully secured huge order of fixtures for **L&T Infotech Project, Flex (Oracle) Grind Will Norton, Cognizant Technologies, Met Life, Max New York, and Merrill Lynch**

Jun'05-Dec'05 with Crompton Greaves, Pithampur Indore as Sr. Marketing Executive

- › Managed the sales and marketing function of **Signaling Relays, Point Machines**; worked closely with Indian railways, RITES and RDSO; conducted inspection in association with **RDSO and RITES** for various products
- › Performed comprehensive assessment of order & costing, prepared tender and strived towards the achievement of collection and order booking target

Aug'03-Apr'05 with Daulatram Industries, Bhopal as Sales & Marketing Engineer

- Engaged in sales & marketing of **Dynamic Braking Resistors for Electric & Diesel Locomotives and Roof Mounted AC Package Units for Railways**
- Administered the quality of the process and conducted final inspection along with testing Air Conditioner of railway
- Worked as an **authorized Management Representative** for ISO Documentation; led the implementation of quality techniques such as **TQM and 5S**
- Understood the customer requirements** concerning installation & output; led the installation team for performing testing and post installation testing

Aug'00-Jul'03 with Shankararo Dhawad Polytechnic, Nagpur as Lecturer (Electrical Department)

- Successfully established innovative techniques and executed the same that aided the students to understand Electrical Engineering efficiently and easily
- Delivered extensive support in a project that received first prize at National Level in Expedition 2k2 in Rajiv Gandhi Engineering College Chandrapur under ISTE chapter

Feb'00-Jun'00 with Cocoon Enterprises as Sales Engineer

- Led the sales of **Solography Machines, Color Doppler and X-ray Machine for Vidharbha region**

Personal Details

Date of Birth: 3rd April 1975

Languages Known: Marathi, Hindi, English, and Kannada

Permanent Address: D Wing, 402, Imperial Square, Naglabunder, Bhyandarpada, Ghodbunder Road, Thane, West Maharashtra – 400615

Home town Address: S/o Shri V. G. Kapre, 75, Shri Niwas Apartments, Pande Layout Nagpur-440025

Passport No.: F-0400825