

## **RANJU KAUSHIK**

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### **Profile Summary:**

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6.5 years of successful sales experience with proven ability to develop new business, build repeat business and establish long-term customer relationship at all levels.

### **Professional Skills:**

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- Key Account Management
- Business Development
- Client Servicing
- Solution Selling
- Relationship Building
- Demonstrating Products
- Client Retention
- SaaS solution
- Software Sales
- New Client Acquisition

### **Organizational Experience**

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#### **Key Account Manager, India – Encore Theme Technologies**

**June 2018 – Till date**

- Targeting Private and PSU banks for their requirement of Trade Finance and Supply Chain Finance Solutions (Finastra Solution).
- Interacting with CXO's, Head of Trade Finance and Supply Chain Finance to demonstrate the solutions.
- Drafting Scope of Work (SOW)/RFP by coordinating with internal and external stakeholders.
- Understanding the prospect's requirement or current infrastructure and positioning the solutions accordingly.
- Identifying NBFCs and Housing Finance Companies and providing SaaS based lending solution to them.

#### **Achievements:**

- Closed a deal of USD 110,000 for Digital Transformation.
- Closed a deal of USD 250,000 for Supply Chain Finance for one of the leading private bank.

#### **Account Manager - LexisNexis (RELX Group)**

**July 2016 – June 2018**

- Managed key accounts from varied segments such as Corporates, Legal Firms, and Academic Institutes.
- Maximized subscription renewals and solution sales by increasing market penetration, visibility & strengthening relationships amongst designated business segments.
- Being a trusted client advisor and ensuring maximum business from key accounts by identifying up-sell and cross-sell opportunities.
- Developed and maintained relationship with the existing clients to drive revenue growth.
- Successfully handled international online (SaaS) product portfolio and managing processes with the global team.
- Managing clients in the healthcare sector (Cipla, Sun Pharma, Amneal), Big 4 (KPMG, EY), academic institutes (NLIU, GLC, Symbiosis).
- Managed to achieve \$ 50k as new business in FY 17 with a healthy renewal rate of 95%.

#### **Achievements:**

- Awarded the best sales employee for overachieving the targets in the quarters Q2 (107 %) & Q3 (125 %) in 2017.
- Awarded Star Performer – Q4 2017.
- Successfully managed 100+ accounts in the west region.

**Senior Territory Manager – Kyocera Document Solution India Pvt. Ltd.****May 2013 – July 2016**

- Successfully developed new business opportunities and acquired new clients.
- Maintained regular contact with the existing customer and provided customer satisfaction to ensure continuous business.
- Provided managed document solutions software to customers based on the assessment of their site.
- Managed to successfully build updating clients regularly on new products/services.
- Updated clients regularly on new products/services.

**Achievements:**

- Awarded as MDS (Managed Document Services) Champion by Kyocera Document Solutions Asia Limited at Japan - FY 2016.
- Qualified for Kashmir trip for outstanding sales performance in H1 15-16.
- Qualified for the international trip to Turkey for exceptional and consistent sales performance for achieving 220% of the given target in FY 2014-15.
- Promoted as "Senior Territory Manager" for extraordinary performance in FY- 2014-15.
- Top performer from India to get qualified for "Hope / Color 10 Project & Pride Project" organized by Kyocera Document Solution Asia Limited.
- Amongst top 3 performers to get qualified for the H1 (FY 14-15) trip to Bangkok.
- Qualified for the international trip to Shanghai H2 (FY13-14).

**Internship:**

Company Name: TV18 (CNBC-TV18)

Project Name: Competition analysis of business news channel.

**Educational Qualifications**

Year	Degree	Institution	Specialization	%/CGPA
2011-2013	MBA	Amity Business School (Amity University)	Retail Management	7.72
2011	B.SC	Jai Hind College (Mumbai University)	Computer Science	64%
2008	H.S.C	Kendriya Vidyalaya No.1, Vizag	Science	70.20%
2006	S.S.C	Kendriya Vidyalaya No.2, Vizag	-	75.20%

**Additional Qualification:**

- PGDM (Marketing) From Amity School of Distance Learning (7.52 CGPA).

**Extra & Co-Curricular Activities & Achievements:**

- Volunteered in TiE summit 2009 Asia's Largest Entrepreneurship meet held in Mumbai-2009
- Member of National Entrepreneurship, Jai Hind College 2009-10
- Participated in the workshop on Entrepreneurship mentored by E-cell, IIT Bombay
- Coordinator in Amity Youth Festival Fest 2012.
- Came 3rd in the B-Plan competition held at Jai hind College.
- Top Performer of the batch in MBA for Business Communication and Foreign Language (Spanish).

**Personal Information**

- **Date of Birth** 17<sup>th</sup> July 1990
- **Languages Known** English, Hindi
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