**Mr.Ajay Tuptewar.**

Contact: **+91 9730571665 / 8087071665**~ E-Mail: [**rajvind@rediffmail.com**](mailto:rajvind@rediffmail.com)



~ **Head – Sales and Marketing**~

***Apply skills as a Sales Head to pursue a high profile career and new challenge in software industry with a company focused on quality, dedication and ingenuity***

**Profile Overview**

* Conscientious and multi-functional experts offering comprehensive experience of approx. 4 years in Business Development, Sales and after Sales support in a highly competitive global environment of Hardware and Software.
* Currently working with Inet esystems as a **Head- Sales and Marketing** from last 1 year.
* Experience of and able to communicate effectively with key decision makers i.e. with Directors
* Interacted with multiple customers located across the globe in all the phases of the delivery and was responsible for artifact management including customer signoff.
* Excellent time management, communications, decision-making, leadership and planning skills with the ability to learn quickly and multi-task in a fast paced environment.
* Functioned in a Project management role with responsibilities ranging from pre sales implementation, sales, marketing after sales support.
* Strong Object Oriented Experience.
* Sincere, diligent and focused with noteworthy project management expertise and total commitment to achieve organizational objectives.
* Results-oriented leader committed to inspire and motivate team members, successfully manage multiple priorities, and perform under pressure in a fast-paced, rapidly changing environment achieving program metrics.

**Work Experience**:

**Inet Esystems and software pvt ltd, Pune.**

Designation : **Head – Sales and Marketing**

**Duration: 10th Sept 2014 to Till Date.**

**Role and Responsibilities:**

* Achieve/exceed quarterly and annual sales revenue quota
* Manage a defined territory to drive new sales and expand existing business
* Creatively prospect through campaigns, business partners, and other activities to identify new clients
* Provide sales leadership for the Inet e-Systems
* Progress pipeline and sales opportunities to closure
* Maintain a thorough understanding of the client’s industry, including industry trends, industry business processes, industry financial measurements and performance indicators, and key client competitors in their industry
* Maintain client satisfaction
* Work with Marketing to ensure consistent lead generation.
* Collaborate with sales leadership to create and train prospecting process.
* Collaborate with sales leadership to create and train lead qualification process.
* Hire high-performing salespeople according to HR staffing guidelines.
* Train new salespeople to ensure success.
* Manage day-to-day performance of all sales team members and deliver reviews.
* Work with sales leadership to generate ideas for sales contests and motivational initiatives.
* Lead and schedule weekly and/or monthly team meetings with sales team and leadership.
* Track sales team metrics and report data to leadership on a regular basis.
* Coach and develop direct reports.
* Implement performance plans according to company procedure.
* Embody company culture and maintain high sales employee engagement.
* Collaborate with IT on sales technology initiatives.
* Meet pre-determined revenue goals through the activities of direct reports.
* Ensure correct usage of CRM and other sales applications.
* Train and ensure adherence to sales process.

**Key Attributes:**

* Executive level Business-to-Business (B2B) sales / pre sales experience
* Territory planning and territory management skills
* Consultative selling experience to the executive level
* Ability to understand business problems and articulate a corresponding solution.

**TEGASYS SOLUTIONS, PUNE** )

**Destination**: **Sales and Marketing Manager**

**Duration: 1st Mar 2012 to 30th April 2013**

**Role, Responsibilities and experience in:**

* Communicate with Indian client, gathered requirement, and document it
* Worked with e-commerce platform
* CMS / informative website
* Gather new business prospect and meeting the needs of the clients.
* Work to win new client accounts and maintain and improve client relationships.
* Strong customer engagement background and expertise.
* Handling meeting with key clients.
* Be accountable for revenue targets.
* Establish and maintain existing and new clients.
* Also handling operational work.
* Strong experience in handling client from UK and US.

**dataformatics Consulatancy and pvt ltd, PUNE** )

**Destination**: **Marketing Executive**

**Duration: 16th May 2011 to 29th Feb 2012**

**Role, Responsibilities and experience in:**

* Plan and strategies for account penetration
* Engaging with customers and pitching them company’s services.
* Achieve pipeline and revenue targets quarter on quarter.
* Converting prospective clients into revenue.
* Handling 2 members of team.
* Works with inside as well as on field sales.
* Building relationship with customer.
* Managing Educational sector to generate business for software and hardware.

**sunsoft TECHNOLOGIES, Panwel** )

**Destination**: **Sales Executive**

**Duration: 1st May 2009 to 31st July 2010**

**Role, Responsibilities and experience in:**

* Generating leads from market.
* Doing Blinds calls and making cold calling.
* Fixing appointment with decision makers for generating business.
* Generate Business for IT sales from market.
* Achieving targets for quarter on quarter.
* Increasing customer base for company.
* Work under team to achieve team targets.

**Academic Credentials:**

* MBA (Marketing) from Pune University in 2012.
* BCA Amravati University in 2009.
* HSC form G.S.G College (M.S.B.T.E.) in 2006.
* SSC from Sakle Vidyalaya (Maharashtra state Board) in 2004.

**Key Competencies:**

* Business Development : Presentations Skills, Business Plans, Developing New Account, Market Research.
* Business Consulting : Requirement Gathering Proposal Model, CRM, Deployment Skills, Internal

Consulting Skills, On Time Delivery

* Business Development Skills : Developing new business, conducting commercial negotiations, an articulate and

Experienced negotiator, Understanding customer requirements

* Other Competencies : Business Development, Team Player, Decision Making, Project Management

**I.T. Skills:**

* Documentation Tools : Microsoft Word, Outlook, Excel, Power Point
* Methodologies : SDLC and Agile
* Operating Systems : Windows XP, Windows7, Windows 8

**Special Acheivement:**

* Awarded by **“Best performance of the year in Sales Department for 2014-15”**
* Awarded by **“Employee Choice of the year 2014-15”.**
* Awarded by **“Best Dancer- Male”**.
* Awarded by **“Best Drama King”.**
* Winner **– Badminton championship in corporate level.**

**Extra Curricular Activities:**

* Pune university cricket player
* Amravati university cricket player
* Cleared “MSCIT’ examination with 97%.
* Actively participated in sports, cultural and placement committee

**Personal Details**

* Date of birth : 8th Sept1989.
* Address : Karve Nagar, Pune.
* Gender : Male
* Marital status : Single
* Languages known : English, Marathi, Hindi, (read, write, speak)
* Reference : Available on request

**Date:**

**Place: Pune (Ajay Tuptewar)**