



CHANDRAPRAKASH SAHANI

PROFILE

A Dynamic Sales and Business Development professional with 14 Years of experience, developing business for IT Products & Services, Creative thinker, Problem Solver and Decision Maker who balances the needs of Sales Teams and Organizational mandate, Proven ability to design and implement processes and programs, Proven ability to lead teams in cross cultural and cross functional environments. Track record of being an essential part of the management team and instrumental in providing effective solutions that produce immediate impact and contribute to the establishment's long-term success.

CONTACT

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ACTIVITIES AND INTERESTS

• Travel • Yoga • Sports • Reading
• Music • Podcasting

OBJECTIVE

Achievement-oriented, high performing sales, business development and channel management professional with a dynamic career in delivering year-on- year results in revenue, turnover and profits with a proven record of leading large teams and shaping organizational operations in alignment with business vision.

KEY SKILLS AND CHARACTERISTICS

- P&L Management
- Budget Management
- Strategic Planning
- Solution Selling
- Revenue Maximization
- Market Research
- Regional and Zonal Management
- Strategic Alliances & Tie-Ups
- Corporate & Channel Sales
- Distribution Management
- Promotion, Marketing, Public Relations
- Branding, Events & Product Promotion
- Client Relationship Management
- People Management
- Poised under pressure
- Team Training & Coaching
- Recruiting and Hiring Talent
- Performance management
- Excellent Organizational skills
- Sales Management

WORK EXPERIENCE

Company : Microvista
Designation : Sales and Marketing Head
Duration : From June 2022 to till date
Job Profile :

Led a team of sales and marketing professionals to achieve annual revenue targets for Microvista is a leading provider of software solutions for businesses of all sizes and industries.

- Build and lead the sales team: Recruit, train, and manage a high-performing sales team. Provide guidance, support, and mentorship to help team members achieve individual and team sales targets. Foster a positive and collaborative sales culture.
- Developed and implemented strategic plans for product launches, customer acquisition, retention, and satisfaction
- Established and maintained strong relationships with key clients, partners, and industry influencers
- Conducted market research and analysis to identify new opportunities and trends in the software industry
- Budgeting and resource allocation: Develop and manage the sales and marketing budget. Allocate resources effectively to maximize return on investment and achieve business objectives
- Oversaw the creation and delivery of effective marketing campaigns across various channels, including web, social media, email, and events
- Managed the sales pipeline and forecast, and ensured timely and accurate reporting of sales performance and metrics
- Provided coaching, feedback, and training to sales and marketing staff to enhance their skills and performance
- Collaborated with product development, engineering, and support teams to provide customer feedback and insights
- Foster a positive and motivating work environment, promoting teamwork, collaboration, and professional development.
- Provide leadership and guidance to the sales and marketing team, setting clear goals and expectations, and promoting a culture of accountability and achievement.
- Collaborate with other department heads and senior management to align sales and marketing efforts with overall company objectives.

Company : **Webtel**
Designation : **Branch Manager**
Duration : **From December 2015 to May 2022**
Job Profile :

Heading Webtel Ahmedabad Office all business related activate, Enterprise Sales, B2C, Channel Sales and Direct Sales Team. Webtel is India's lending 'e' compliance solution company and providing solutions for Big Corporate, SME and Professional (CA, CS,Tax Advocates etc.).

- Responsible for the administration and efficient daily operation of a branch office, including lending, product sales, customer service, and support in accordance with the company objectives
- Enhance and contribute in the growth of the company through Business Development.
- Provision of a superior level of customer relations and promotion of the sales and service culture through coaching, guidance and staff motivation
- Able to achieve individual and branch sales goal through new business, referrals and retention of client relationship Maintain AOP (Annual Operating Plan) for the financial year
- Heading weekly/monthly reviews for sales & marketing
- Prepare and review monthly activity calendar of activities for Executive/RMs on a weekly basis.
- Conduct daily morning huddles to discuss daily plan and agenda for employees
- Responsible for training & guidance to new joiners as well as existing branch employees
- Contribute team efforts by accomplishing related results as needed. Support in negotiations and pricing term and conditions with customers.
- Facilitating workshops and training programs for the employees
- Plan Strategy on Sources: Diversity, Deepening of relationship.
- Sources: Employer, Chartered Accountant, Company Secretary, Tax Advocate and Corporate.
- Administering the activities of the branch and sending reports to management on developments
- Building, planning and executing sales and marketing strategies for the products
- Developing marketing collateral such as, power point presentations, proposal templates, product prospectus or catalog etc.
- Execution of Sales Plan for Target achievement of executives.
- Coordination with Technical Team to extend support for clients.

Company : **Intuit India**
Designation : **Area Sales Manager**
Duration : **From August 2014 to September 2015**
Job Profile :

- Explored potential market, execute market research and hence focus on target market for Channel Sales and Direct Sales.
- Identified potential clients and generated sales through them.
- Understanding the requirements of the clients & positioning an appropriate solution.
- Maintained relationship management with the clients to provide products presentation and closure of customer tie-ups.
- Building, planning and executing sales and marketing strategies for the products.
- Was developing marketing collateral such as, power point presentations, proposal templates, product prospectus & catalog etc.
- Execution of Sales Plan for target achievement of Channel Partners.
- Was responsible for follow up with Channel Partners
- Coordination activities with technical team to extend support with clients. And also responsible for after Sales, Service and client's feedback for improvement.

Company : K. D. K. SOFTWARES
Designation : Area Sales Manager
Duration : From August 2011 to July 2014
Job Profile :

Company : BIRLA SUN LIFE INSURANCE
Designation : Agency Manager
Duration : From August 2009 to July 2011
Job Profile :

Company : CORPORATION BANK
Designation : Sales Executive
Duration : From March 2008 to July 2009
Job Profile :

EDUCATION

<u>Examination</u>	<u>College / University</u>
MBA	Himalayan University
B.Com.	Gujarat University
H.S.C.	G.H.S.E. B
S.S.C.	G.S.E.B.

IT SKILLS

Proficient in Sales force CRM, Microsoft Dynamics CRM, Tally ERP and MS Office,
Acquired practical knowledge through training & projects.

PERSONAL DETAILS

Date of Birth : 27th Feb 1985
Marital Status : Married
Gender : Male
Language Known : Hindi, English and Gujarati

Place: Ahmedabad.

(Chandrapraksh Sahani)