



A versatile, accomplished & goal-oriented professional with nearly 20 years of experience in P&L Management, B2B, Consultative Sales, Account Management, Relationship Management, Presales, Revenue Generation, and People Management with proficiency in formulating, developing and implementing yearly business strategies to ensure attainment of revenue goals and profitable sell-through across IT industry



PROFILE SUMMARY

- Presently, working with **Prama Hikvision India Ltd., Ahmedabad (Gujarat)** as **Regional Head Projects**; managing a **team of 19 members** and **supervising a portfolio worth 350Cr. across Western Region**
- Products Managed:** CCTV Surveillance System, IT Infrastructure Products, Access Control System, Display Solution & Data Analytics
- Regions Managed:** Western India
- Expertise in grabbing and managing large Governments and techno-commercial projects as well as preparing tenders/bids
- Excellence in managing end-to-end delivery / program / project planning & implementation from scope management, to activity sequencing, effort & cost estimation, pre sales activities, risk analysis to quality management in line with the guidelines & norms
- Proven record in **creating technical BOQs** and guiding efforts to provide the **Surveillance, Block chain, Cloud Computing, Analytical Solutions, Network Solutions, IT Infrastructure Solutions, Cloud Services & IT Security initiatives**
- Collaborated with **Internal Brand Teams, Marketing Solutions and Digital Sales Managers** to develop creative solutions and integrated sales programs for clients
- Skilled in **drafting & evaluating competitive quotations / tenders from vendors**, as well as subsequent **contractual negotiations** and closures in line with budgetary & market dynamics
- Strategist & implementer with expertise in managing multiple project delivery frameworks & new systems implementation and for change management related activities within the specified time & cost parameters
- Contributed to the business & technology vision and directing by influencing strategies & monitoring execution of major technology initiative
- Showcased excellence through breaking new avenues, leading innovation and optimization across channels, developing business & doubling revenue growth by tracking market trends to achieve market share metrics
- Established the project team for surveillance & IT infrastructure business in Western India Market (Started from Gujarat Market) in year 2013**
- Created the policy and strategy** which helped realize value proposition & long-term value for customers & Business Partners.
- Improved YoY renewals by 23 to 33% & base revenues by averagely 20 to 25%** through effective relationship management along with consultative selling or conceptual selling
- Received multiple appreciations, awards and testimonials** for exhibiting excellent performance in the process
- Capable of achieving profit and business growth objectives** within start-up & rapid-change environment
- Keen customer-centric approach** with skills in **addressing client priorities** and **resolving escalations within prescribed TAT**, thereby attaining client delight and high compliance scores



CORE COMPETENCIES

- | | | |
|--|---|---|
| Business Planning & Development | Client Relationship Management | P&L Management |
| Stakeholder/ Partner Management | Go-to-Marketing Strategies | Key Account Management |
| Process Audit & Compliance | Customer Presentations & Demonstrations | Team Building & Leadership |
| Govt. Procurement Process & Management | Long Term Strategic Approach | Sales & Deployment of Software Applications |



EDUCATION

- Pursuing: **Ph.D in Industry 4.0** & it's impact on Indian Industries
- 2007: Masters in Business Administration (MBA)** from Institute of Marketing & Management, New Delhi
- 2007: Post Graduate Diploma In IT Management (PGDBM- IT)** Management from Institute of Marketing & Management, New Delhi
- 2001: B.Sc.** from from LNMU, Darbhanga with Chemistry (Hons.)

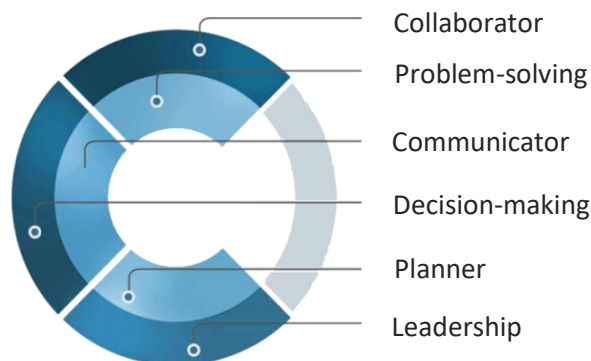


CERTIFICATIONS

- Pursuing Advance Management Certification from IIT Madras
- A' Level (PGDCA) from DOEACC (2002)
- Oracle 9i from SSI computers (2003)
- MCSE (WIN- 2000) training from Advance Training System (ATS)



SOFT SKILLS

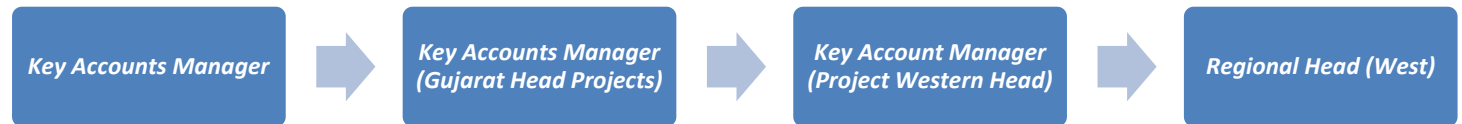




WORK EXPERIENCE

Since Nov' 2013: Prama Hikvision India Ltd., Ahmedabad

Growth Path:



Key Result Areas:

- Coordinating with Consultants, Govt. and Corporate (concord, FCI, Bharat Adani, Torrent ONGC, IOCL, L&T Group, RR CAT, NID, NIFT, GNFC, Health Dept., Well spun, ESSER, and IIT Gandhinagar; DTE, GSRTC, Gujarat University, GIL, GIPL, nCode, , EMRI, Police Bhawan, Indus, Intas pharma, BOB, SBI, IOB, Amul, Sumul, Sagar Dairy, Banas NDDDB, Surat Metallic, Colortex for Identification of opportunity, lead generation and enhancement of sales
- Designing end-to-end techno commercial solutions for Surveillance projects
- Spearheading the entire processes of Fud Management, specification design for tenders through consultants and nodal agencies, Key Accounts Management for recurring business, and Stock Management
- Developing & maintaining effective relationships with higher authorities as Chief Secretary, Secretary, Collector, DDOs, SPs, MD of Boards & Corporations, and others
- Planning events and executing brand promotions among SI's end-users and consultants
- Framing strategies for enhancing sales; providing training plans for sales personals
- Designing partner's incentive programs; providing tender specification designs as required by authority, consultants or partners
- Managing interdependencies and coordination across projects to ensure that information relating to project deliverables, risks and issues are effectively communicated between stakeholders and that key performance indicators are monitored and evaluated
- Identifying and defining the major strategic issues for the organisation and integrate diverse stakeholder interests
- Defining business strategies and organisational policies to enable the strategic coordination of multiple major projects and initiatives to improve efficiency and effectiveness of projects
- Fostering collaborative and mutually supportive relationships with Enterprise customers and other stakeholders, assess cross-functional project team capability and support to enhance the partners project management capability, and improve collaborative development and project key results with profit maximisation
- Establishing professional networks and relationships to maintain currency, share ideas and learnings, and collaborate on common responses to project issues customer/Partners Providers and Consultants
- Negotiating and approving contracts and service level agreements

Key Highlights:

- Managed large and complex projects or multiple components of a large project involving more than one company's product (Smart City Cases) such as integration of cameras, Access controle, Fire, Analetics and Scada System on ICCC software platform
- Participating in Enterprise project/ tenders high-level operational initiatives, including process reengineering & improvements, turnaround management and reorganization
- Augmenting business solution model as per business, technology, services, resources, timelines and costs by understanding customer's business & technical requirements, service offerings & capabilities

Feb'12-Oct'13: Sai Infosystem (India) Ltd., Ahmedabad as Sr. Manager (Strategic Key Accounts)

Aug'10-Feb'12: Reliance Communication Ltd., Ahmedabad as Sr. Manager (Govt. & Enterprise)

Aug'07-Aug'10: Shani Peripheral Pvt. Ltd., Ahmedabad as Sr. Business Manager (Enterprise)

May'06-Aug'07: HCL Peripherals, Delhi as Area Sales Manager

Apr'04-Mar'05: Matrix Telecom Solutions, Delhi as Business Development Manager

Apr'02-Apr'04: TATA Consultancy Service Ltd. (TCS), Delhi as Software Developer



PERSONAL DETAILS

Date of Birth: 14th Jan 1981

Languages Known: English, Hindi & Maithili

Address: Bungalow No 61, Ghuma 89 Residency, Near ISRO Bhopal, Bhopal, Ahmedabad, Gujarat