

# Rajan Solanki

Nationality: Indian

DOB: 19<sup>th</sup> March 1987

Current Location: Ahmedabad

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## ➤ Education

**I have completed B.C.A. in Smt. J. J. Kundalia and Also Completed M.Sc.I.T. From**

Computer Science Department of Saurashtra University, Rajkot, INDIA

| Semester                         | Percentage | Class  | Year of Passing | University / Board |
|----------------------------------|------------|--------|-----------------|--------------------|
| Aggregate of B.C.A.              | 51.00      | SECOND | APR-2007        | SAURASHTRA UNI.    |
| 1 <sup>st</sup> Sem. (M.Sc.I.T.) | 57.50      | SECOND | JAN-2008        | SAURASHTRA UNI.    |
| 2 <sup>nd</sup> Sem. (M.Sc.I.T.) | 65.00      | FIRST  | MAY-2008        | SAURASHTRA UNI.    |
| 3 <sup>rd</sup> Sem. (M.Sc.I.T.) | 68.00      | FIRST  | SEP-2008        | SAURASHTRA UNI.    |
| 4 <sup>th</sup> Sem. (M.Sc.I.T.) | 69.00      | FIRST  | APR-2009        | SAURASHTRA UNI.    |

H.S.C.

2004

Gujarat Higher Secondary Education Board

Percentage: 54.29%

S.S.C.

2002

Gujarat Secondary Education Board

Percentage: 52.50%

## ➤ TechnoSales Skills

**Area of interest:**

**Networking and Designing in Adobe Photoshop of any version**

**Courses:**

**MCSE 1<sup>st</sup> (MCP), CCNA (Cisco Certified Network Associate)**

**Experience:**

**System Admin. And Network Analyst, Sr. Antivirus Support**

**Engineer, Virus Analyzer,**

**(6 years of experience of Virus Troubleshooting and Training)**

**Sales & Management:**

**form last 4 years I manage digital sales as well as channel sales.**

## ➤ Start as Techno sales

**(3 Years)**

- I entered in this company as Antivirus Technical Support Engineer (Quick Heal and ESET Antivirus) and I work on this profile in 3 years
- After 3 years of technical support expertise I started program of meet channel dealers and distributors for Antivirus (Quick heal/ESET) Sales and support Training
- With the working with technical support I handle company Ecommerce web site and in that handle Digital Sales promotion in Social media and paid promotion of web site. In that I used my skill of Adobe Photoshop and Illustrator. From that I design banners promotion greeting post for social media.

➤ **Sales Skill and Sales Work Profile:**

- Distribution Management, Account Management, Channel & Direct Sales, Vendor Management
- Own the sales happening in the state of North Gujarat
- Establish the organizational objectives of distribution network for our products for defined period and geography
- Engage with distributors to prepare and operate their business plans and Work with distributors to deliver results from specific sales initiatives

➤ **Channel Sales Executive, Rachaita Infosoft Pvt Ltd**

**3 Years (Present)**

1. Responsible for coordinating with the existing dealers and Searching for new dealers.
2. Taking orders of the product from the dealer
3. Updating dealers about the change in product price and new product launch and also introduce bulk purchase offers for Volume partners. And its Sub dealers
4. Channel Visit to check the Quick Heal, ESET, FORTINET brand visibility. Organizing Techno sales Meet at the dealers office as well as in Hotel conference with Dinner and extra promotional activity (road show and canopy and participation in Various Types of EXPO)
5. Meeting dealers on daily basis and daily maximum phone call to outside or border area dealers of North Gujarat
6. Making daily call reports and sending them to the seniors
7. Achievement of sales targets for each product category within the territory
8. Attending meetings and monthly closing at district office.
9. developing relationships with key decision-makers dealers and partners

➤ **Digital Sales Manager, Rachaita Infosoft Pvt Ltd**

**(2 Years)**

- As Channel sales manager as well as channel sales in that I meet some company distributor and deal with them for his product and sell it in online sales because of that I got huge expertise of Dealer channel marketing as well as got opportunity of working with huge market place like Snapdeal, Amazon, Flipkart, Shopclues, PayTM, Askmebazaar
- Design Banners, Leaflets, Standee, Hoardings for Road Show or Hotel meet or Dealers banners Benefit of that Company Give some Special Rewards for this activity and from that I save some extra expense of my Company
- Expertise of Adobe Photoshop and Illustrator. From that I design banners promotion greeting post for social media.

➤ **Product (Quick Heal and ESET Antivirus) Sales Trainer, Rachaita Infosoft Pvt Ltd**

- Training dealer's sales executives & techno marketing activities.
- Developing relationships with key decision-makers dealers and its engineers. And aware special reward program training for dealers engineer for more push products.

➤ **Core Competencies:**

- Highly skilled in creating supportive business solutions, developing high-levels of revenue growth, and facilitating effective sales strategies to impact bottom-line.
- Proven ability to effectively handle multi-task levels of management responsibility with minimal direction from superiors while supervising personnel, providing team leadership, motivation, and development.
- Solid communication, interpersonal, time management, analytical, organizational, and leadership skills.
- Go-getter attitude with an ability to easily grasp new ideas, concepts, methods and sales techniques.

➤ **Declaration**

I declare that the above information is correct up to my knowledge and I bear the responsibility for correctness of the above mentioned particulars.

Your's faithfully,  
Rajan Solanki