

## HIMANSHU DARGARH

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### Summary

- ▶ Have been working as a Senior Manager – Enterprise Business with **Reliance Communications Infrastructure Ltd.** since January 2017. Overall 11 Yrs + of Experience in Sales.
- ▶ Areas of interest include *Market Development, Key account Management, Relationship Management, and complete gamut of Sales & Marketing activities.*
- ▶ Worked as a Business Development Manager in Ricoh India Ltd., Ahmedabad for 1 Yr., and Major Account Manager in Ricoh India Ltd., Mumbai for 6 Months. handled Govt. Business in Ahmedabad and Global Accounts in Mumbai.
- ▶ Worked as an Account Manager in Wep Solutions Ltd. For 3.6 Yrs., handling 3 Region (Gujarat, M.P, G.G) and Mumbai (6months). Responsible for Enterprise Sales and Channel Sales.
- ▶ Worked as an Assistant Manager Sales in Lipi Data Systems Ltd. for 2 years, handling the complete Sales & Marketing activities of Gujarat.
- ▶ Worked as Business Development Manager in Equity Portfolio Management for 2 years, handling the complete Sales activities.
- ▶ Worked as Business Development Executive in Lipi Data Systems Ltd. for 1.6 years, handling the complete Sales of the North Gujarat territory.
- ▶ Masters in Business Administration from *ICFAI* with dual specialization in Marketing & Finance.
- ▶ Graduation in Information Technology.
- ▶ Excellency in co-curricular activities & events management.

### Professional Experience (11 years+)

#### **Reliance Communications Infrastructure Ltd. (January 2017 onwards), Sr. Manager – India Enterprise**

Reliance Communications Infrastructure Limited provides wireless multimedia and internet access services. The company was incorporated in 1997 and is based in Mumbai, Maharashtra. As of September 8, 2006, Reliance Communications Infrastructure Limited operates as a subsidiary of Reliance Communications Ltd.

- ▶ Developing new corporate accounts & build strong customer relationship.
- ▶ Develop and implement effective sales plans on all assigned accounts.
- ▶ Key account management
- ▶ Channel & Dealers management

#### **Ricoh India Ltd., Ahmedabad & Mumbai (July 2015 – December 2016), Major Account Manager (GMA)**

Ricoh is a global technology company specializing in office imaging equipment, production print solutions, document management systems and IT services. Headquartered in Tokyo, Ricoh Group operates in about 200 countries and regions. In the financial year ending March 2015, Ricoh Group had worldwide sales of 2,231 billion yen (approx. 18.5 billion USD).

In India, Ricoh is a market leader in its key categories and enjoys immense customer confidence in the wide variety of our products and solutions, which includes Office Printers, Digital Duplicators, Production Printers, Projection systems and Video conferencing solutions and related software technologies. Ricoh is a leader in Managed Document Services, and can provide a unique combination of Document and IT-related services, addressing business practices surrounding the management of both print and electronic information and communication. Ricoh also produces award-winning digital cameras and specialized industrial products. Ricoh India Limited has been an ISO certified organization since 1994, and is currently certified under ISO 9001:2008, ISO 14001:2004 and ISO 27001:2005 standards. The company also holds CMMI Level 4 certification.

- ▶ Sales Planning, Forecasting & Implementation.
- ▶ Handle Govt. Accounts and PSUs.
- ▶ Generate Business from Zero presence account.
- ▶ Key Account Management.

#### **WeP Solutions Ltd., Gujarat-MP-C.G-Mumbai (January 2012 – July 2015), Account Manager – Sales**

Wipro Peripherals (WP) was started in year 1988. In year 2000, "Wipro e-peripherals" was formed, when an employee buyout happened of the Peripherals business internally within Wipro. "Wipro e-peripherals" became WeP Peripherals Ltd in year 2006. WeP Peripherals Ltd. merged with group of company WeP Solutions Ltd. in year 2013.

WeP group of companies is into design, manufacturing and distribution of various types of printers & IT peripherals. The group companies also offer managed printing services, UPS & energy solutions, information security software products.

- ▶ Sales Planning, Forecasting & Implementation of Gujarat, MP, C.G Territory
- ▶ Also handling Mumbai Territories' Key Accounts.
- ▶ Handle Enterprise sales
- ▶ Handling Sales team.
- ▶ Developing new corporate accounts & build strong customer relationship.
- ▶ Develop and implement effective sales plans on all assigned accounts.
- ▶ Key account management
- ▶ Channel & Dealers management
- ▶ Backend activity:- Sales forecast, order processing, planning for required support for dealers(e.g. Advertisement, backend , incentive schemes, tenders, etc).
- ▶ To effectively use the promotion tools for the better penetration into the market & to touch the untapped segment of the region.

### **Accomplishments**

- ▶ Awarded as Best New Comer of the year 2011-2012 in WeP Peripherals Ltd.
- ▶ Recognition in WeP, Gems of PBU (Printer Business Unit).
- ▶ Awarded & recognized for winning internal quizzes.

### **Lipi Data Systems Ltd, Ahmedabad (Jan 2010- Jan 2012) – Asst. Manager (Sales)**

Lipi Data Systems Ltd. was founded in 1986, has been a complete printing and automation solutions company. Lipi Data Systems has advanced its technological products to the complete range of products and services covering almost every critical printing and automation applications.

- ▶ Handling sales and operational aspects of the IT hardware product.
- ▶ Key account management
- ▶ Development of market for Lipi's product
- ▶ Forecast the sales & accordingly implement the plan to achieve the set targets
- ▶ Identifying and appoint new channel partner.

### **Equity Portfolio Management, Udaipur (Dec, 2008 - Dec, 2010) – Business Development Manager**

- ▶ Meeting Sales Target
- ▶ Customer acquisition & retention
- ▶ Dealing with product and services
- ▶ Business development - Maintain good relations with clients

### **Lipi Data Systems Ltd, Ahmedabad (May 2006- Nov 2008) – Business Development Executive**

- ▶ Handling the assigned region by mapping & scanning the corporate clients
- ▶ Development of market for Lipi's product
- ▶ Making Strategies for the new product development.
- ▶ Responsible for North Gujarat Territory business.

### **Education**

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- ▶ MBA (Dual Specialization in Marketing & Finance) from ICFAI, Udaipur (2004-06).
- ▶ Bachelor of Science in Information Technology from Sikkim Manipal University, Ahmedabad (2000-03).
- ▶ Senior Secondary (P.C.M) from Rajasthan State Education Board (2000)
- ▶ Higher Secondary from Rajasthan State Education Board (1998)

### **Projects and Internships**

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#### **Sify Ltd, New Delhi, Duration: 4 months**

Project – Multiway study of behavioral pattern, upcoming competition threats and its impact on sales in Sify.

**Achievements:** *Received appreciation letter for the project.*

### **General Achievements**

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- ▶ Successfully organized inter-class Cricket competition.
- ▶ Representative of Discipline Committee in MBA
- ▶ Represented ICFAI National College in "Inter College Cricket Championship 05"
- ▶ Successfully organized Industrial Tour in MBA

### **Personal Information**

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- ▶ Father's Name: Shri. Devendra Kumar Dargarh
- ▶ Date of Birth: December 23, 1983
- ▶ Marital status: Married
- ▶ Nationality: Indian
- ▶ Language Known: English, Hindi, Gujarati, Regional (Rajasthani)
- ▶ Present Address: 17, Kalp Residency, b/h Malinath Park, beside Ambedkar bridge, Chandranagar Paldi, Ahmedabad
- ▶ Permanent Address: 75 Dore Nagar, Behind Bajaj Sevashram, Udaipur (Raj)-313002

### **Reference**

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- ▶ **Mr. Neeraj Chelawat**  
Safemarin Container Line (Maersk Group)  
(Key Account Manager – Mumbai)  
Mobile No. +91-7506093775
- ▶ **Mr. Jawahar Tiwary**  
Ishan Netsol Pvt. Ltd. (Head – Business Operations & Strategic Planning)  
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