

**VINAY DUTT**

**Cell No:7835041016/9824344401**

**E-mail ID: vinay\_dutt** [**1983@yahoo.co.in**](mailto:1983@yahoo.co.in)

**Current Location:** Ahmedabad

**Career Objective:**

### *To carve out a niche by establishing myself as a successful professional through dedicated and intelligent contribution in the growth of the company with the experience more than tewelve years, which offers great prospects for development and free space for innovation.*

**Current Profile and Acquired Skills Details**:

**Partner account Manager-Hostbooks Ltd\_Gujarat**

Recently Joined Hostbooks Ltd As PAM. Key Responsibility is generate new Partners and Drive Business through Them. The Company is into customized ERP solution on SAAS Base Module.

**Previous work experience**

**Owner of Propwale Advisors which was a real esate company for 2 years. Have shut It down**

**Team Manager at Housing.com-**

**Broker and developer acquisition-From December 2019 till May 2021**

* In this Retail B2B Set-up, I am handling a team of 7 Key Customer Account Managers.
* **My Current** Role is to onboard real estate brokers and C category developers by selling them our subscription packages.
* I Make sure to achieve the numbers on daily and weekly basis as committed
* I Possess Sound understanding of IT Solutions markets with global mindset, quantitative & conceptual abilities.
* I am Skilled at consulting with clients to delineate and procure the order as per the requirements.
* Finally I possess strong interpersonal, communication and analytical skills with demonstrated abilities in training & development and customer relationship management.
* CTC 10 lacs

**Previous Work Experiences:**

1. **HDFC Bank Ltd-**

**November 2016 to to Oct 2019 as Manager Sales-Commercial payment solutions**

**Key Result Areas:** B2B sales profile- To approach open market and customers having existing relationship with the bank and providing them a smarter way of making payments to their vendor, utility, travels and accommodation with medium as cards. Managing and maintain relations with different channels of HDFC Bank ltd to achieve the targets. Handling a team of 11 BDR across Gujarat with 4 in Ahmedabad and rest in North Gujarat

**CTC- 8.10 lacs Inclusive Local Conveyance**

1. **INTERCODE SOLUTIONS PVT LTD**

**October 2014 to October 2016 as Sr.Manager- Sales**

**Key Result Areas:** B2B corporate sales.Identifying and prospecting clients for barcoding solutions in Ahmedabad, south Gujarat and northern Gujarat. With a team of two sales people and one service engineer based at Ahmedabad. Offering solutions like wms , track and trace, wip solutions to different segments such as pharma, automobile, chemical etc. Exploring more customized solutions for traceability and automation for their finished goods.

Providing software solution along with hardware including middleware application for integration, print and apply solutions, WMS ,work in progress and more….

**CTC- 5.90 Lacs**

1. **NETCORE SOLUTIONS PVT LTD**

**November 2011 to September 2014 as Manager Sales-Gujarat**

**Key Result Areas:** B2B corporate sales. Interface with Individuals, key influencers among Corporate for ascertaining requirements and delivering them need base mailing infra and digital communication solutions such as Hosted Antispam and antivirus services, dedicated email server, Mail archival solution, Mass mail and bulk sms services. Ensure speedy resolution of queries & grievances to maximize client satisfaction levels. Maintain excellent relations with clients to generate avenue and achieve target on timely basis.

**CTC-4.80 Lacs**

**D. INTELLICON PVT. LTD.**

**October 2010 to October 2011 as Key Account Manager-Enterprise**

1. **RICOH INDIA LTD**

**July 07 to September 2010 as Territory Manager-Corporate Sales**

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* + B.com passed out in 2005 from Gujarat University
  + Schooling done from CBSE Board. Kendriya Vidyalya
  + Birth Date: 14st February, 1983
  + Sex: Male
  + Languages Proficiency: English(R.W.S), Hindi(R.W.S), Gujarati(R.W.S)
  + Tele no:9624016061
  + E-Mail: vinay\_dutt1983@yahoo.co.in
  + Permanent Address: 14,Dharmik Aptts,Nr Cadila Bridge,Ghodhasar,Ahmedabad

References shall be available on request.