

LOREM IPSUM

Contact: 09599889860 / E-Mail: info@way2writers.com

SENIOR PROFESSIONAL – SALES ENGINEERING

Product Sales • Customer Service Improvement • Process Optimization • Cost Control • Strategic Planning • International Operations • Turnaround Management • Project Management • Project Management • Supply Chain Management • Change Management • Key Account Management • Business Development • Channel Management • Training & Development • Team Management • Service Operations • Commercial Operations • Escalation Management

PROFILE SUMMARY

- Result oriented professional offering 20+ years of experience across end-to-end Direct Marketing, Business Development, Client Relationship Management, Vendor Management, Techno Commercial Operations, Technical Support & Sales of Major Engineering Lines; currently working with Stulz India Pvt. Ltd. as Vice President Sales Consummate professional, adept in building/ strengthening relationships with key accounts and strategically secure profitable business with demonstrated capabilities to capitalize on Market trends and position Company to maximize market share; proficient in managing industrial sales, distributors along with negotiating with customers.
- Possess extensive experience in technical discussions with clients to understand the requirements & briefing the design/production team for product customization. Acumen in the instrumentation trade, maintenance and projects.
- Business savvy professional proven business acumen to prepare techno-commercial offers and proposals as per the client's requirements; possess the competence to create win-win relations through excellent negotiation and coordination skills with the clients and identify opportunities for accelerated growth.
- A strong believer in motivating and developing team to maximum productivity and control costs through the most effective uses of manpower, available resources and time management. Exceptional leadership traits coupled with demonstrated success in acquiring, converting, retaining, and managing high valued customers thereby creating a holistic business environment

CAREER HIGHLIGHTS

- Significantly reduced:
 - Inventory over 40 % while reducing operational lead times to half
 - Freight cost by 50% by initiating logistic partnership with freight forwarder
- Successfully ensured successful implementation of 3G rollout for largest telecom provider; thus contributed to 50% of turnover in 2008
- Played a stellar role as the Lead of the core team of operational, purchasing and engineering employees; delivered 2.5 % in continuous improvement of cost saving parameters for 3 consecutive years
- Served as a part of Solution Provider for Data Centre for IBM/HP/Wipro / Reliance JIO 4G roll out
- Holds distinction in attaining annual sales worth Rs. 5 Mil US \$ for Trading for Engineering Products
- Distinguished efforts in establishing new markets with success in the Nuclear and Navy Industry (Shipbuilding)
- Achieved the operating profit at a minimum of 18% and enhanced customer satisfaction index from 0.8 to 0.9
- Bagged the Best Performer Award in 1996

ORGANIZATIONAL EXPERIENCE

Since Apr'06: Stulz India Pvt. Ltd. as Vice President - Sales

Key Result Areas

- Spearheading efforts across handling spectrum of sales functions pertaining to designing & implementing systems, policies & procedures to facilitate internal financial control towards the accomplishment of organizational goals.
- Designing and implementing the strategy that fulfil the objectives, maximizes revenues, profits and market share of the company while streamlining overall operations.
- Facilitating preparation of budget, conducting variance analysis to envisage difference between projected figures & actual expenditure and recommending / taking corrective actions.
- Providing decision support to senior management in the creation of business reviews and ad-hoc analysis, divisional level revenue forecasting.
- Gathering & defining business requirements while managing the risks to improve business processes, thereby contributing to enterprise development from the business needs point of view through business analysis & map processes.
- Defining financial objectives and preparing Annual Operating Plan of Technology Vertical, analysis of the variance and establishing, restructuring and improving internal process flow controls.
- Mentoring the team on various operational matters, and products to guide them towards successful outcomes and attainment of business objectives and targeted revenues.
- Defining & agreeing on deliverables & milestones, setting & controlling scope and communicating status & vision to all concerned and making business models/ cases recommending application of business development plans
- Involved in requirement gathering, feasibility analysis and documenting business requirements across business areas for process modelling for introduction of new business processes and optimization for existing business processes
- Performing market segmentation, identified viable vertical segments, and created targeted messaging of business development.