**KARTHIK GC**

**EXECUTIVE SUMMARY**

E: [karthikgc172@gmail.com](mailto:karthikgc172@gmail.com)|M:7406740123

A **Sales/Marketing Professional** with 3.5 years of work experience and 2 years of experience in selling Computer software, Enterprise Software and SaaS Products in IT Industries and adaptable professional who specializes in business communications and managing complex projects.

**FUNCTIONAL EXPERTISE**

* **Meeting Sales/Marketing Goals**
* **Building and Leveraging Strategic Relationships**
* **Verbal and Written Communication**

**FUNCTIONAL EXPERTISE DEMONSTRATED**

* **9441389666**
* **Taking New Brands/Products to Market**
* **Data Analysis and Reporting**
* **Listening, Prospecting and Professional Networking**

**SAP India Pvt Ltd** April 2018 – Present

*A Germany-­‐based company with ~$2.4 billion in annual revenues selling a variety of business software solutions.*

**Inside Sales Account Manager (B2B (Contract))**

Reporting to the Inside Marketing Manager, successfully managed and expanded a customer base for pan India.

* **Meeting Sales/Marketing Goals:** Generating new leads through Digital Marketing, web research and networking on the Phone, Email. Generating leads through cold-calling, and social networking (LinkedIn) & database sites like Hoovers and Jigsaw.
* **Building and Leveraging Strategic Relationships:** Closely working with the Regional Director and Practice heads.Responsible for working on key strategic accounts in terms of identifying & evaluating new business opportunities by using a building good relationship with the Installed Base customers.
* **Data Analysis and Performance Reporting:** Forecast reports for planning quarterlytargetand accountable for Scheduling a qualified appointment and persistent follow-up till Closure. (Within the assigned territory across industry verticals.)

**Presto-Apps (Start-Up)** Nov 2016 – April 2017

*It’s a Digital Engagement company bring full engagement to customer’s fingertips by providing the consumers with a powerful digital experience to receive targeted personalized offerings.*

**Inside Sales Executive (B2B (Permanent))**

Reporting to the Field Sales Manager, successfully managed relationships with~30+ large retail, and independent retail accounts.

* **Building and Leveraging Strategic Relationships:** Interact with both customers and vendors to complete sales orders, purchasing and follow them through the invoicing process**.**
* **Verbal and Written Communication:** Creating a database with different sources and lead generationthrough email campaign and Generating new leads through cold-calling, and social networking (LinkedIn) Hoovers.

**Dell International Services** Sep 2015 – Aug 2016

*Dell Technologies is committed to transforming businesses, shaping the future of innovation and developing technologies to drive human progress. We are passionate about driving human progress through greater access to better technology, for people with big ideas around the world.*

**Inside Sales Executive (B2C (Contract))**

Reporting to the Field Sales Manager, successfully managed relationships with~30+ large retail, and independent retail accounts.

* **Listening and Prospecting:** Solving escalation from the customer before and after closure , understanding the pain areas of the prospect and suggesting them best solution with configurations and taking the conversation ahead with the business manager.
* **Data Analysis and Reporting:** Led the consolidation of sales/closures report of the team members on a daily and weekly basis as well as sharing those details monthly basis to the manager.

**EDUCATION**

**Bachelor of Mechanical Engineering-Pursuing**

**Diploma (Mechanical Engineering)- 2012**

KS Polytechnic

**S.S.L.C in K.V.K. High School- 2009**

**OTHER RELEVANT INFORMATION**

**Computer skills:** MS Excel (Advanced user), MS Office Suite, Salesforce, Pipedrive, ZOHO and SAP Interaction Centre (CRM), Mailchimp.

**Languages Known**: Kannada, Tamil, Hindi, Telugu and Germany  
**Hobbies**: Reading Books, Music, Movies and Motivational videos

I hereby declare that the above information is true and correct to the best of my knowledge.

Yours Faithfully, Karthik GC