Mayank Awadhiya

Awadhiya Colony, Raipur, (C.G)

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Sales & Marketing professional with Network design 09 yrs. of successful experience with Telecom majors; seeks a vertical shift.

Done SAP-SD (Sales & Distribution)

Delivered significant sales and revenue growth along with smooth operations through:

* Excellent institutional sales skills
* Confident personal sales ability
* Speed and Quality of execution
* Targeted market/client development
* Clear communication of plans and schemes
* Meticulous planning
* Networking with influential stake holders

**Strengths Include:** Sales Planning ● Customer Satisfaction / Retention ● Business Development ● Competition Tracking ● Adaptability ● Problem Resolution ● Leadership & Team Management ● Technical Knowledge of Communication Technologies ● Customer Relationship Management ● working in cross-cultural environments ● Direct and Govt. Sales

###### AREAS OF EXPOSURE

##### Sales and Marketing to large institutions

* Overseeing the sales and marketing operations, thereby achieving increased sales growth.
* Analysing and develop new markets, new routes to augment business.
* Driving sales efforts with high potential clients for growth and profitability.
* Maintaining MIS and making relevant reports to all the levels of management whenever required.

### Business Development

* Managing business development activities and accountable for increased sales growth.
* Developing prospective clients for deeper market penetration.
* Executing effective plans designed to assure achievement of agreed-to volume, and profit objectives.

Key Account Management

* Focusing on strategic partnerships to deliver common goals.
* Creating value for key customers and extending all required support.
* Manage relationships with influential stakeholders.

### Team Alignment

* Coordinating with both internal and external teams for smooth operation.
* Networking with individual team members for non-hierarchical influencing.
* Build team bonding and maintain high motivation levels.

###### CAREER PROFILE

**Currently i am working with Sai InfoSystem (India) Ltd, as a Manager, Raipur (C.G).**

**In this profile we are providing Telecommunications solutions like VFONE.**

**In this profile I am the equally responsible for Government Key Account, and Channel to get the maximum business from the market.**

**Our Major Accounts In Government-**

1. **CHIPS ( Chhattisgarh Infotech And Biotech Promotion Society )**
2. **National Informatics Centre.**
3. **Naya Raipur Development Authority.**
4. **CSIDC.**
5. **South East Central Railway.**
6. **Bhilai Steel Plant.**
7. **Raipur Municipal Corporation and PWD Department.**

**I worked with Reliance Communications Ltd,Hyderabad from April-2011 upto 04th November 2011.In this profile we provided Telecommunications solutions like, Centrex, Digital / IP EPABX,IP Trunking, VoIP, ISDN-PRI, BRI, IP/ TDM, Direct Internet Access, Leased Lines, Internet-Data Centre,**

**Audio & Video Conferencing Systems, MPLS-VPN, IPLC, Etc.**

**Major Accounts Are-**

1. **IVRCL Ltd.**
2. **Nagarjuna Constructions Ltd.**
3. **My Home Industries Ltd.**
4. **Surya Lakshmi Cotton Mills Ltd.**
5. **Automotive Robotics**
6. **Channel 9**

**I worked 05 Years with Siemens Enterprise Communications Pvt. Ltd, Raipur (C.G) from January-2006 as a area sales officer. In this profile we provided EPABX solutions like Hipath-1100, Hipath-3000 and Hipath-4000 as well as Audio & Video Conferencing Systems and basic knowledge of Data.**

### Responsibilities

* Deliver sales targets.
* Ensure adherence to order booking process and order uploading to Germany.
* Follow up on order execution.
* Prompt payment collections.

Achievements

* Order from South East Central Railway, Bilaspur.
* Bhilai Steel Plant ,Bhilai.(SAIL)
* Secured Sales from Govt institutions: NTPC, SIPAT & KORBA, and National Informatics Center (NIC).
* Secured Sales from Big Corporate sector like Jindal Steel, Apollo Hospital Group, Vandana Global Ltd, LANCO Power, and Bharat Aluminum Corporation Ltd.
* Generated sales from cement companies like Century Cement, Ultratech Cement and Manikgarh Cement.
* Procured orders from four-star hotels.

**Bharti Airtel (Flexione). Raipur**

**Sales & Service Engineer:** **(Sep 2003 to Jan 2006)**

### Responsibilities

* Provided service to customers.
* Supported sales team.

###### CREDENTIALS

* **B.E, Electronics & Telecommunications**, 2003, **First Class with 66.12%**

Pandit Ravishankar Shukla University Raipur

* H.S.S.C. ,1998, **First Class with 62.9%**
* Vocational training in BHILAI STEEL PLANT (SAIL), Bhilainagar (C.G.) in Telecom Department
* Study of Raipur Doordarshan including broadcasting systems and communication system
* Hands-on study of broadcasting and communication systems of All India Radio Station,

Raipur

###### COMPUTER KNOWLEDGE

* Working knowledge in C and C++
* Windows 98, XP
* Internet user
* Microsoft Office

###### PROJECTS

* “Accident Relief Train” for emergency communication.
* Audio-video board room integration through video conferencing system for railways.
* Apollo hospitals video conferencing system through IP.
* Projects in National Informatics Centre (NIC) connectivity of all Chhattisgarh districts through video conferencing systems.
* Bhilai Steel Plant, IP trunking between boria stores & plate mill.
* Prestigious Cement plants like Ultratech Cement, Century Cement, Manikgarh Cement, Maihar Cement etc.

###### Undertaken projects at four star hotel - Hotel Aananda, Imperial, Golden Tulip, and Ans International

###### PERSONAL DETAILS

* Date of Birth: 23 Nov. 1979
* Languages known: English & Hindi
* Possess a valid passport