|  |  |
| --- | --- |
| **Closing block - RAW PROFILE** | |
| **Full Name (As per PAN CARD):** | Amit V |
| **Self Mobile number:** | 9772786660 |
| **Family Member number:** |  |
| Friend / Colleague/ Roommate number: |  |
| **Email Address:** | amitvashisth786@gmail.com |
| **Total Experience:** | 10 |
| **Relevant Experience:** | 10 |
| **Highest Qualification (Degree):** |  |
| Reason of GAP between EDU & EMP / EMP & EMP |  |
| **Current Employer name (Payroll):** |  |
| **Current Designation:** |  |
| **Current CTC (Annual)** | 10 |
| **Take-home (Monthly):** |  |
| **Drawing salary with PF / Without PF deduction::** |  |
| When was the last salary hiked? (Yrs/Months) % of Hike |  |
| **Expected CTC (Annual)** | 14 |
| **Take-home (Monthly):** |  |
| **Drawing salary with PF / Without PF deduction:** |  |
| If % of Hike given above 25% then specify reason: |  |
| **Official Notice Period (As per Offer Letter):** | 30 days |
| **Can join in (Days):** |  |
| **Reason of how can join early than the Notice period:** |  |
| **Any Interviews / Offers in Pipeline: Having an Offer in Hand, why ready to join Arcesoftronix:** |  |
| **Does the candidate have Offer letter, Pay slips, Bank statement, Form-16 & all education docs (Yes / No):** |  |
| **Current Location:** | bangalore |
| **Work / Requirement Location:** |  |
| Reason of relocation: |  |
| **Native Place:** |  |
| **Date of Birth:** | 22-7-1989 |
| PAN card Number: |  |
| **Telephonic Interview Timings** |  |
| **F2F Availability:** |  |
| **Skills** | RSM |

Amit Vashisth

E-mail: amitvashisth786@gmail.com

Contact: +91 9772786660

**Career Objective**

To contribute to the growth and development of the organization and myself, by collective and effective application of the technical and managerial skills acquired.

**Work Experience**

**Overall 8 plus years of experience in Channel management, Corporate Sales, Dealer Management, execution of big Project and executed in well manner.**

**Company: Tata Tele Services Limited – Ahmedabad**

Designation: **Working as Partner Manager - Channel Sales (January 2019 – Cntd.)**

**Product Portfolio : -**

**\* Complete Wireline Voice & Data Connectivity Solution – ILL, PTOP ,MPLS, PRI , SIP TRUNK, TOLL FREE, ACS , IOT Solution.**

**Scope of work :**

**Channel Management: -**

A) Develop strategic and tactical sales plans to help drive major change Initiatives Company wide and ensure dramatic incremental revenue generation through partners. Managed largest and most complex single portfolio of channel partners, Draft, negotiate and implement corporate agreements. Formulate and execute value added programs aligning customer’s objectives value proposition. Designed and implemented ongoing account strategies to remove barriers within high potential sites. Continually prospect for new revenue opportunities.

**Company: Quick Heal Technologies Limited– ( SEQRITE - Enterprise Security solution by Quick Heal) - Jaipur**

Designation: **Wworking as Sr. Area Sales Manager - Channel Sales ( January 01, 2018 – Jan 2019)**

**Product Portfolio : -**

**\* Complete Gateway level Security Solution - UTM / Firewall ( Unified Threat Management ), Secure Web Gateway solution by SEQRITE**.

**Scope of work :**

**Channel Management : -**

A) Develop strategic and tactical sales plans to help drive major change Initiatives Company wide and ensure dramatic incremental revenue generation through partners. Managed largest and most complex single portfolio of channel partners, Draft, negotiate and implement corporate agreements. Formulate and execute value added programs aligning customer’s objectives value proposition. Designed and implemented ongoing account strategies to remove barriers within high potential sites. Continually prospect for new revenue opportunities.

**Company: Godrej & Boyce Mfg. Pvt. Ltd. - Jaipur**

Designation: **Worked as Assistant Manager Sales (Corporate Sales & Channel Sales)** (August 2015 – 2017.)

**Product Portfolio: -**

**\* Complete Audio Visual Solutions for Business – Audio Visual, Digital Signage, Video Wall solution, Automation and many more** : -

**Scope of work:**

**\*Corporate Sales and Channel Management**

A ) Develop strategic and tactical sales plans to help drive major change initiatives company wide and ensure dramatic incremental revenue generation through partners. Managed largest and most complex single portfolio of channel partners, Draft, negotiate and implement corporate agreements. Formulate and execute value added programs aligning customer’s objectives Godrej Prima’s value proposition. Designed and implemented ongoing account strategies to remove barriers within high potential sites. Continually prospect for new revenue opportunities

B) **Govt. Projects:** Meeting with **Govt. Consultants** like: CPWD, PWD, RSRDC, Rajasthan Avas Vikas, Amer Development Board, RISL etc. Maintaining the relationship with the key persons to work on Govt. Projects.

C) **Dealer Management**: Meeting with the Existing Dealers on regular interval for prospect generation and maintaining the relationship for business perspective. As well appointing new dealers for Revenue generation for the company.

D) **Architects/PMC**: Closely working with Architects/PMC to give them the proper solution for their Project requirement and to generate maximum business from them by retaining them for long term business.

E) **Territory Coverage:** Handling entire Rajasthan for handling the existing clients as well as new business generation from the assigned territory. (Ganganagar, Bikaner, Kota, Ajmer, Udaipur, Jodhpur, Sikar, Hanumangarh)

Company:  **Xtelesis Datacom Pvt Ltd.**

**Designation**: **Key Account Manager** **Corporate Sales** (May 2013 - July 2015)

**Worked as a Key Account Manager :-**

**Product Portfolio: -**

**\*Complete Voice, Video &Data Business Networking solution for:** -

1. Shoretel - Enterprise Class IP Solutions, Conference Solutions
2. Shoretel - IP Telephony, Unified Communication & Contact Centre Solutions
3. Polycom/LifeSize - Audio & Video Communication Solutions.
4. VMware : Server Software, Cloud Management software, Storage & Availability.
5. Cisco/Juniper - Router, Switch, Firewall.
6. Airtel – Leased line and MPLS Solution

**Scope of work:**

A) Prepare the database of target corporate customers in the region  
 B) Refresh the existing database.  
 C) Presentation of the services of our company.  
 D) Lead generation.  
 E) Meeting with Existing Customer and exploring the business for the company and exploring new Customer to generate the business for the Company.

Company:  **Neoteric Infomatique Pvt Ltd.**

**Designation**: **Channel Sales Executive** (Feb 2012 - April 2013)

**Worked as a Channel Sales Executive :-**

**Product Portfolio: -**

**\*Complete Voice, Video &Data Business Networking solution for:** -

1. Alcatel Lucent - Enterprise Class IP Solutions, Conference Solutions
2. Alcatel Lucent - IP Telephony, Unified Communication & Contact Centre Solutions
3. Polycom/LifeSize - Audio & Video Communication Solutions.

Company:  **Datacom Pvt Ltd.**

**Designation**: **Sales Executive** (Jan 2011 - Jan 2012)

**Worked as a Sales Executive :-**

**Product Portfolio: -**

**\*Complete Voice, Video &Data Business Networking solution for:** -

1. Avaya- Enterprise Class IP Solutions, Conference Solutions
2. Avaya - IP Telephony, Unified Communication & Contact Centre Solutions
3. Polycom/LifeSize - Audio & Video Communication Solutions.

**Academic Credentials**

* MBA (Marketing & Finance) from AMC College (Bangalore University), Bangalore.
* B.Sc. from S D College, (Bikaner University) Rajasthan.
* XII from S D School (Rajasthan Board), Rajasthan.

**Projects**

* **PepsiCo Pvt Ltd.**
* Consumer Perception towards Tropicana Twister Juice drinks of PepsiCo Ltd.

**Skills**

**Operating System :** MS Office, Excel, PowerPoint Presentation.

**High Level Languages :** C, FOXPRO.

**Personal Vitae**

Name: Amit Vashisth

Fathers Name: Pradeep Sharma

Date of Birth: 14th May 1987

Marital Status: Single.

Sex: Male

Address: Janki Apartment 301/6,

Rangoli Road, Bodakdev.

Ahmedabad.

Gujrat, India.

Languages known: English and Hindi

Hobbies: sports, music, travelling & trekking, browsing on net, singing.

**Key Strengths** –

* Sound technical knowledge combined with business knows how.
* Effective interpersonal skills & good written & oral communication skills.
* A creative mind with good analytical skills.
* Ability to work well in teams.
* Fast adaptive learner with minimum inertia to change.