



Navin Motwani

B.E. (Computers) MBA (Marketing)

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Synopsis

- Overall 12 years of work experience into Sales/Business Development/Account Management/Team Management/P&L responsibility in Recruitment, ITes and Banking Industries
- Senior Manager - Sales of a Recruitment Firm since August 2010 focussed on Facility Management, IT, ITes, Banking, Financial Services, Digital Marketing, Education, Ecommerce etc sectors, generated MNC, SME and Start Up clients, achieved Y-o-Y growth, generated 200+ clients, managed a Team of 15 consultants. Successfully closed 1600 + positions in last 9 years
- Handled Business Development, Transition Management and Pre-Sales roles at TCS e-Serve Ltd (Financial Services BPO)
- Handled Process Excellence and Quality Management roles at ICICI Bank
- PGDM (Full Time) – Marketing from K.J. Somaiya Institute of Management Studies and Research, Mumbai
- B.E. (Computers) from Vivekanand Educations Society's Institute of Technology, Mumbai
- Done certification course in Digital Marketing through Lavenir Institue of Professional Studies (LIPS India)

Career Contour

Tenure	Organization	Designation
Aug'10 – present	RNR Consulting, Mumbai	Senior Manager – Sales
Jun'09 – July '10	TCS e-Serve Ltd., Mumbai	Assistant Manager – Business Development
Aug'05 – Aug'06	ICICI Bank, Mumbai	Assistant Manager – Organisation Excellence Group

Job Responsibilities

August 2010 – present : Senior Manager – Sales (RNR Consulting)

- Generated 200+ clients in Facility Management, IT, ITes, Banking, Financial Services, Digital Marketing, Education, Internet, Ecommerce etc industries at pan India Level, Middle-East and USA
- Some Key clients include Jones Lang Lasalle, Knight Frank, Cushman & Wakefield, Baker Tilly Desai Haribhakti (DHC), Indus Ind Bank, Just Dial, Quikr, OYO, INOX, TATA Croma, Toppr Technologies, DAMAC Properties, L&T Financial Services etc. to name a few
- Key Account Management, Hunting, Farming, Upselling and Cross selling Recruitment Services to Corporate, SME and Start Up clients.
- Managing overall P&L of the company
- Develop a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Prepares action plans for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintains accurate records of all pricings, sales, and activity reports
- Creates and conducts proposal presentations
- Controls expenses to meet budget guidelines. .
- Closed sales handed over to operations team.
- Account Management- handling various clients & managing relationships.

- Handling client escalations & resolving it within TAT
- Managed a Team of 15 Consultants and ensure they achieve monthly sales targets

June 2009 – July 2010: Assistant Manager – Business Development Unit (TCS eServe)

Handled Business Development, Transition Management and Client Relationship (In Technology Domain) for International customers

Achievements:

- Was sent on-site to Citi Hedge Fund Services, New Jersey (USA) in the first 6 months of joining the company for a process Transition

Business Development:

- Increase market share by acquiring new clients and/or selling new business solutions into existing clients and driving the pipeline for business development.
- Help in achieving pipeline and revenue targets
- Position the organisation as business advisors
- Collaborating and Networking with external and internal stakeholders
- Pipeline planning
- Supporting the entire sales cycle
- Starting from campaign management and creation of client specific value propositions
- Business planning from sales and delivery perspective

Transition Management:

- Responsible for end to end transitions of projects across Technology domain
- Ensure smooth handover of process from Client to Operations

August 2005 – August 2006: Assistant Manager – ICICI Bank

Assistant Manager to the Organisational Excellence Group, concerned implementing quality methodologies such as Lean, Six Sigma and Five S across the Bank and providing consultancy in documenting and standardizing various processes and procedures within the Bank

- Involved in revamping business processes and making them Lean with a focus on crunching TAT
- Involved in business problem solving and improvement projects – Responsibilities included project scoping, project planning, resource scheduling, resolving cross functional issues, arranging project reviews, maintaining post-review documentation and reviewing project implementation post project completion
- Was Editor of Internal Quality Magazine – QualiX

Summer Internship

Company : TATA Communications, Mumbai

May'08 - June '08

Synopsis : Process Mapping of end-to-end roll out of WIMAX services (wireless internet services)

Academia

- PGDM (Full Time) – Marketing from K.J. Somaiya Institute of Management Studies and Research, Mumbai in 2009. Secured 68%.
- B.E. – Computers from Vivekanand Education Society's Institute of Technology, Mumbai in 2005. Secured 60.46 %.
- HSC from Maharashtra Board, Jai Hind College, Mumbai in 2001. Secured 71.67 %.
- ICSE from Delhi Board, Marble Arch School, Mumbai in 1999. Secured 84.16%.

Personal Details

Date of Birth: 8th November, 1983.

Linguistics : English, Hindi & Marathi

Skills: Excellent communication, Business Development, Sales, Recruitment, Team Management and Analytical skills