

Experience

DIVYA KUMAR VISHWAKARMA

Regional Sales Manager

+91 6263964142 • sameerdev.vish@gmail.com • <https://www.linkedin.com/in/dev-vishwakarma-148ba740> • Indore (Open for relocation)

Summary

Results-oriented and highly motivated Government sales and B2B professional with 9 years of experience in driving revenue growth and building strong relationships with government agencies. Seeking a challenging position in a reputable organization to utilize my sales expertise and contribute to the organization's success.

Skills

Strategic Leadership, Business Development, Business Process Improvement, Team Management, Team Leadership, Key Account Relationship Building, Government Contracting Knowledge, Proposal Writing, Regulatory Compliance, Public Sector Expertise, Technical Knowledge, Sales Presentations, Lead Generation and Prospecting, Solution Selling, Negotiation and Closing, Account Management, Market Analysis

Experience

Solinas Integrity

Indore

Regional Manager, Government Sales (Central Region)

2023 - Present

Solinas is a leading provider of robotic solutions for pipeline inspection and the eradication of manual scavenging, specializing in delivering these solutions to government clients.

- **Achievement of Sales Target:**

Successfully achieved and exceeded the sales target of 2.5 crore through strategic planning and effective execution. Demonstrated a strong understanding of the central region market dynamics, resulting in a 30% increase in market share.

- **Government Contracting Expertise:**

Expertly navigated government procurement processes, ensuring compliance with FAR (Federal Acquisition Regulation) and other regulatory requirements. Developed and submitted competitive and compliant proposals for various government tenders, leading to significant contract wins.

- **Strategic Relationship Building:**

Established and maintained strong relationships with key decision-makers in government agencies across the central region. Utilized CRM tools to manage and nurture these relationships, leading to increased customer satisfaction and repeat business.

- **Effective Sales Strategy:**

Devised and implemented comprehensive sales strategies tailored to the unique needs of the government sector. Identified and pursued new business opportunities, contributing to the overall growth of the company in the central region.

- **Technical and Market Knowledge:**

Maintained up-to-date knowledge of Solinas' IT solutions and services, effectively communicating their value to government clients. Conducted market analysis to identify emerging trends and opportunities within the government sector, adjusting sales strategies accordingly.

- **Team Leadership and Collaboration:**

Led and mentored a team of sales representatives, fostering a collaborative and results-driven work environment. Coordinated with internal departments to ensure seamless delivery of solutions and services to government clients.

Genrobotics Innovation

Indore

Senior Business Development Manager

2021 - 2023

- **Summary of Qualifications:**

Proven track record of exceeding sales targets and achieving revenue goals in government sales. Extensive knowledge of government procurement processes, regulations, and compliance.

Strong understanding of government contracts and the ability to navigate complex

Experience

bidding procedures. Excellent negotiation and communication skills, both verbal and written.

Demonstrated ability to build and maintain long-term relationships with government agencies.

- **Professional Experience:**

Develop and implement strategic sales plans to expand the company's government client base and increase revenue. Identify and pursue new business opportunities within the government sector through research and networking.

Build and maintain relationships with key decision-makers in government agencies.

Collaborate with internal teams to prepare and submit compelling proposals and bids in response to government requests. Negotiate contracts and pricing terms, ensuring compliance with government regulations.

Monitor government procurement portals for new opportunities and stay updated on industry trends.

Eshiksa Technology Services Private Ltd.

Indore

Senior Business Manager

2020 - 2021

Eshiksa Technology Services provides advanced ERP systems and integrated solutions for educational institutions, enhancing operational efficiency and facilitating seamless transactions

- **Sales and Product Management:**

Successfully managed sales of ERP systems, including premium features and versions such as Basic, Standard, and Advanced, along with Android and iOS applications. Established and maintained channel partnerships with leading banks like ICICI, IDFC, HDFC, and others for payment gateways, QR codes, and web development for merchants.

- **Operations Leadership:**

Directed and managed day-to-day operations, implementing company policies, procedures, and initiatives through a team of subordinate operations managers. Led a team of 30 members across the region, assigning monthly targets, monitoring performance, and assisting in lead closure to ensure optimal results.

- **Business Development:**

Single-handedly built a portfolio of 300+ educational institutes in the Western region of India, significantly expanding the company's market presence. Generated additional business by training bank sales teams, facilitating a deeper market penetration and higher transaction volumes.

- **Recruitment and Training:**

Managed recruitment processes and conducted resource training across sales, enhancing team capabilities and performance. Contributed significantly to product development with innovative ideas, driving improvements and expanding the product offering.

- **Achievement of Sales Target:**

Achieved an annual sales target of ₹2 crore, calculated based on onboarding, transaction count, and TID (Terminal Identification Number) metrics. Enhanced payment processing efficiency through the application, ensuring high transaction volumes and customer satisfaction.

Qfix Infocomm Private Limited

Indore

Operations and Sales/Account Manager

2017 - 2020

Qfix Infocomm, in collaboration with HDFC Bank, delivers state-of-the-art ERP systems and O2O (Offline to Online) solutions, driving digital transformation across the education and retail sectors.

- **Sales Leadership:**

Spearheaded sales across the Western region, driving adoption of premium ERP solutions, including Q-Connect, Q-Engage, and Q-Mall, as well as innovative O2O offerings for both B2B and B2C retail markets. Successfully penetrated the education sector, onboarding prestigious institutions and significantly enhancing market presence.

- **Client-Centric Service Delivery:**

Managed end-to-end client servicing, ensuring seamless integration of solutions, prompt resolution of issues, and exceptional customer satisfaction. Effectively handled escalations, retained key clients, and fostered long-term partnerships with over 100 merchants across Gujarat and Madhya Pradesh/Chhattisgarh.

- **Operational Excellence:**

Directed operations and sales initiatives across MP/CG and Gujarat, training and mentoring Regional Managers

Experience

(RMs) and Relationship Officers (ROs) to optimize market penetration and product sales. Facilitated smooth onboarding for merchants, delivering comprehensive product demos, data upload assistance, and tailored training sessions to maximize product utilization and customer success.

- **Exceeding Sales Targets:**

Consistently overachieved an annual sales target of ₹30 lakh, driven by strategic focus on TID (Terminal Identification Number) growth, transaction count, and client onboarding. Achieved an average of 25 TIDs per month, each generating approximately ₹6000 in revenue, significantly boosting the company's financial performance. Collaborated closely with HDFC Bank, leveraging their extensive network to amplify sales efforts, enhance customer engagement, and increase transaction volumes.

- **Strategic Partnerships and Market Expansion:**

Established and nurtured strategic partnerships with educational institutions and retail merchants, securing a strong foothold in key regional markets. Played a pivotal role in the digital transformation of clients, driving growth through innovative solutions and a customer-first approach.

Go Green Crop Care

Indore

Business Development Executive

2016 - 2017

Go Green Crop Care specializes in sustainable agricultural solutions, offering high-quality products and services to enhance crop yield and protect the environment.

- Handling Total Area of Revenue In 20 Lacks.
- Handling Third Party Team Members.
- Handling Distribution and channel sales. Handling primary, Secondary sales, Making Promotional activities & branding activity in Territory. Building trust and relationship with distributors /retailers and company by clearing any doubts/confusions and providing solutions to any issue within reasonable time frame.
- Researching and individuals online (especially on social media) to identify new leads and potential new markets through social networking sites like LinkedIn, Facebook etc. developing quotes and proposals.
- Negotiating and renegotiating by phone, email Skype calls. Developing sales goals and ensuring they are met. Demonstration of a consistent over-achievement of client acquisition and sales revenue target

Hinduja Global Solutions

Pune

Technical Associate

2014 - 2016

HGS (Hinduja Global Solutions) provides customer experience management solutions, including technical support services, across various industries.

- **Technical Support and Troubleshooting:**

Provided functional and technical support, troubleshooting hardware and software issues, and deploying and configuring PCs, workstations, and laptops. Assisted clients with technical issues related to widgets, offering solutions and guidance to enhance customer satisfaction.

- **Network Management:**

Adhered to ITIL processes and consistently met Service Level Agreements (SLAs), ensuring high standards of service delivery. Demonstrated knowledge of LAN technologies, including VLANs, VTP, Inter VLAN Routing, and Gateway Redundancy protocols like HSRP, VRRP, and GLBP.

- **Security and Networking:**

Applied enhanced security features such as DHCP snooping and port security to protect network integrity. Possessed a strong understanding of IP addressing schemes and network protocols, ensuring reliable and secure network operations.

- **System and Software Proficiency:**

Provided support for Windows XP, Vista, and Windows 7 operating systems, as well as expertise in MS Office packages and mail clients. Managed Active Directory, DNS, and DHCP configurations, playing a key role in network management and system administration.

- **Customer Interaction and Communication:**

Answered customer inquiries regarding the features and capabilities of widgets, using diagnostic tools like trace route to resolve issues efficiently. Engaged with prospective customers, demonstrating the technical features of products and enhancing their understanding of our offerings.

Experience

Education

Rajiv Gandhi Technical University Bhopal

Bachelor of Engineering in Electronics and Communication

2008 - 2012

Madhya Pradesh Board

Higher Secondary

2008

Declaration

I hereby, solemnly declare that all the details mentioned above are true and correct to the best of my knowledge and belief, and promise to present the testimonials whenever required.