

Contact

www.linkedin.com/in/akshay-shirur-b2277421 (LinkedIn)

Top Skills

Analysis
Team Management
Microsoft Office

Languages

Hindi (Professional Working)
Kannada (Full Professional)
English (Full Professional)

Certifications

Fujitsu Integrated Systems
PRIMEFLEX
Cisco Certified Network Associate
(CCNA)
Fujitsu PRIMEFLEX for VMware
vSAN
Fujitsu PRIMEFLEX Cluster-in-a-box
and Storage Spaces Direct
Fujitsu Server Portfolio

Akshay Shirur

Product Manager at VAD Technologies
Dubai

Summary

Well organized, self-driven and flexible.

Enjoy working with a wide range of people, both in teamwork and when managing my own projects.

Good negotiation skills, open-mindedness and a strong customer focus are my key management tools.

Specializations: Sales, Negotiations, Cyber Security, lead management.

I'm truly passionate about my work and always eager to connect with other marketers.

In depth understanding in IT related fields selling IT products and services. I am a true IT sales hunter with quota performance to prove it. Strong Knowledge of IT Services/Products and excellent understanding of IT infrastructure sales, IT Security.

Innovative, highly motivated professional, with strong relationship building and management skills. Possess excellent verbal and written communication skills. Ability to plan, develop and execute high growth marketing programs.

I'm always interested in hearing from colleagues, managers, or just interesting creative folk, so feel free to contact me if you'd like to connect.

Experience

VAD Technologies

3 years 3 months

Product Manager

July 2019 - Present (2 years)

Dubai, United Arab Emirates

Account Manager

April 2018 - June 2019 (1 year 3 months)

Dubai, United Arab Emirates

Continuing and expanding relationships with assigned Channel Partners.
Classifying, developing, and expanding relationships with Resellers/System Integrators.

Responsible for achieving sales and profitability.

Selling the below solutions to end customer through channel:

- Network Performance Monitoring
- IT Service Management Tool
- Remote Connectivity, Augmented Reality, Online Meeting Services, and IOT Monitoring
- Application virtualisation, VDI, SSO, IAM, PAM, and Identity
- Hybrid IT Servers, Hardware, Mobile Workplace

StarLink - Trusted Security Advisor

Product Associate Sales

March 2017 - March 2018 (1 year 1 month)

Dubai, United Arab Emirates

Achieve the Target Numbers for the given product portfolio.

Focused on achieving Target Margin.

Selling the below solution to end customers directly or through channel.

- o DDos Solution
- o End Point Security Solutions
- o MDM Solutions
- o Data Classification
- o Secure File Transfer

Forecast and achieve target numbers quarterly and yearly.

Work with the Country Managers and Business Development team to develop the given product portfolio.

Launch lead generation campaign with Partners and Vendors.

Direct sales and Cold Calling.

Work with the technical team to deliver POCs and RFPs.

Work with the renewals team to retain and renew existing customer

Intel Security

Inside Sales Channel Account Manager

July 2014 - March 2017 (2 years 9 months)

Bengaluru Area, India

Roles and Responsibility

- Maintaining and expanding relationships with assigned Channel Partners. Identifying, developing, and expanding relationships with distributors, resellers in the assigned territory.
- Responsible for achieving sales and profitability.
- Proactively assessing, clarifying, and validating partner needs on an ongoing basis.
- Selling through partners to end users.
- Achieving assigned sales quota in designated partner accounts and meeting assigned expectations for profitability.

Area of Expertise

- Referral prospecting
- Preparing quotations
- Customer service
- Lead management
- Developing processes

Wells Fargo

Associate Financial Analyst

October 2012 - June 2014 (1 year 9 months)

I work as an Associate Financial Analyst for Wells Fargo where I deal with the retail mortgage of Wells Fargo customers, which requires that I complete tasks on schedule to reach the TAT where the end users will be benefited.

Responsibilities

- Analyze loan applications and approve/reject based on the history and credibility of the applicant.
- Train new joiners on products offerings.
- Review approved applications of team members.
- Responsible for analyzing financial and supporting documents on incoming applications consistent with internal and insurer policies.
- Validating and analyzing the Income of the customers.

Education

Sri Jayachamarajendra College Of Engineering JSS-CMS Mysore

Master of Business Administration (MBA), Finance · (2010 - 2012)

University of Mysore

BSc, Computer Science · (2007 - 2010)

Gnana ganga vidya peetha
High School