V

*Manish Chittaranjan Nikte*

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**Contact 8779332940**

---------------------------------------------------------------------------------------------------------------------Having 25+ years of experience in Sales of Design, Implementing, and Maintaining IT Infrastructure based on Compute, Network, Security, and Application.

Creating a self-reliable and brand-agnostic IT infrastructure. I take new ideas with bold and creative measures to design technology programs that transform into revenue-generating solutions.

Focus on: IT Projects Consulting & Implementation, CCTV, access control systems & Servers

IT Infrastructure Management and Solutions: Datacentres, Networking, Enterprise Remote

Infrastructure Management Solutions. Software for Voice logger, BPO, CRM.ERP & Hardware in Telephone Systems, web design, mobile app

Advising new businesses and structuring commercial transactions. Executing Offshore Projects. Business Intelligence and CRM- ERP execution and consulting. Project Planning including effort estimation and cost analysis

  Managed IT Services, AMC Services, IT Infrastructure Solutions, and IT Products Sales Networking Solutions Servers Entry-level to High-Performance Servers for a variety of business needs. Storage Solutions Design and deployment of IT solutions for businesses Cloud Computing Cloud Solutions Cloud Computing for every need. Cyber Security Solutions Data Protection & Recovery Mobility Solutions Software Licensing Virtualization Surveillance Systems CCTV / IP Cameras / Access Control for offices of all sizes, and outdoors. Automation / AV Solutions Audio/Video Conferencing Software / Mobile Apps Web Design/Development

. Understanding the Market and Customer Requirement for IT Information Security Solutions, Maintaining best Relationship with Top Enterprise clients, Meeting with Directors, IT Managers, Chief Technical Officers, Vice-Presidents, Procurement and Commercial Managers of the Company, Explaining the Products & solutions we are offering, Conducting POCs and Techno-Commercial Deals, Understanding their problem areas and IT environments, coming with best and suitable cost-effective solutions to fulfil their IT needs with best business acumen. Firewall, UTM solution, IPSEC, VPN, Antispam, Antivirus, Network Performance, Network Security, WAN Optimization, Business Continuity, Acceleration & Clustering, Compliance Auditing & Policy Management, Log in &Status Etc. Principal Vendors; Check Point, Fortinet, Blue Cote, Juniper, etc., Tufin, Riverbed, Air magnet, Websense, SonicWall, MacAfee, Kaspersky, etc.

 JOB EXPERIENCE:

Company Name:

DEEPCYAN SOFTWARE TECHNOLOGIES PVT. LTD.

AS A BUSINESS HEAD (FROM Dec18 TO Present)

"STRATEGIC BUSINESS UNITS OF DEEPCYAN"

DEEPCYAN has 2 Main SBU (Strategic Business Units)

PRODUCT - (Software CRM.ERP & WEBSITE, IP Telephone (Sangoma, free PBX), MOBILE APP, and SERVER HARDWARE, Grandstream & Panasonics Sip Phones.)

SERVICES - (Consultation, FMS, AMC, End to End Solutions, etc.)

Contact - +91 8779332940.

Email – [manishn@deepcyan.ai](mailto:manishn@deepcyan.ai)

Business Head – Enterprise Solution Group, Team Handling, Handling a team of 5team leaders of Product specialists along with 30sales representatives\BDM down the line. From 5 product specialists, one is handling Oracle, one is handling IBM, one is Server & Storage specialist, one is Networking Specialist, and one is Microsoft & Service specialist. Handling entire Mumbai & out of Mumbai projects. Giving the solution starting from structure cabling to networking switches, routers, Firewalls, info security, public key Authentication, CCTV, AV solutions, Video Wall, VC Solutions, Datacentre solutions, Cloud, Rental & Enterprise IT Services.

Implementing the strategic plan to achieve the short- and long-term sales goals as per the current sales programs. Making GTM Strategy for annual and gross-profit plans by analysing trends and results.

Establishing sales objectives by forecasting and developing annual sales quotas for territories; projecting expected sales volume and profit for existing and new products and implementing organizational sales programs by developing field sales action plans. Attending workshops for increasing technical knowledge & establishing a personal network. Ensuring the achievement of divisional and personal target, aligning with company sales policies and strategies. Managing, training, developing, controlling, and motivating the sales team to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met. Ensuring targets are delivered through people management, performance review, reward, and individual recognition. Providing on-the-ground support to the sales team for lead generation and closing the deals. Meeting with customers to build a better relationship and generating new business and reporting the same to the management. Selling to existing accounts while developing new accounts.

Company Name:

AGAMI TECH PVT LTD.

AS A SALES MANAGER (FROM MAR 2017 TO NOV 2019)

"STRATEGIC BUSINESS UNITS OF AGAMI"

Agami has 2 Main SBU (Strategic Business Units)

PRODUCT - (Software for Voice logger, BPO, CRM.ERP & Hardware in Telephone Systems, Sangoma PBX, Grandstream & Panasonics Sip Phones.)

SERVICES - (Consultation, AMC, End to End Solutions, etc.)

Contact - +91 8779332940.

Email – [manish.nikte@agami-tech.com](mailto:manish.nikte@agami-tech.com)

Business for the Entire Western region like Mumbai, Pune, Nashik, Aurangabad, Ahmedabad, Surat, Vadodara, Nagpur, Goa, etc. and providing the Solutions for IP Telephony, Unified Communication Solutions, Video Conferencing, IP Office, CCTV Camera, Networking, etc. for Small and Medium & Enterprise customers through partners.

Job Responsibilities: Handling the T1 & T2 Partners, basically the SI's for Telecom, Networking, and IT Infra Solutions for the above solutions and product lines. Handling the Partner Guys, conducting training for the partners, and registering the partners. Inviting them for channel events. Providing back to back solutions to them. Helping the partner guys technically as well as commercially. Participating in the Company training programs & annual meetings. Achieving the Revenue Target of the company with the best effort, doing OEM Meetings, and vendor coordination to increase the business.

  Company Name:

ACMA COMPUTERS LTD.

AS A BDM (FROM JUN 2016 TO FEB 2017)

"STRATEGIC BUSINESS UNITS OF ACMA"

Acma has 2 Main SBU (Strategic Business Units)

PRODUCT - (Computers, Printers, Laptops, matrix, Panasonic Epabx, CCTV, access control systems & Servers, etc.)

SERVICES - (Consultation, AMC, Resident Engineer, FMS, etc.)

You - (Networking, Firewall, Back-up, Data security, Anti-virus, etc.)

Website - www.acmacomputers.com

Contact - +91 8452979721.

Email – [manish.nikte@acmacomputers.com](mailto:manish.nikte@acmacomputers.com)

Job Responsibilities: Especially handling major enterprise clients for IT Trunkey projects for IT requirements for the entire IT range of products along with managing Corporate Promotional events. Managing Major Enterprise Accounts. Keeping a relationship with CIO's, Procurement Managers and IT Team, IT Heads, and Key Decision Makers. Coordinating with the Principal Team, designing the appropriate solutions by involving the Technical Team as well as understanding the complete IT set up of the client company.

Specially Providing: End to End IT Solutions in Hardware for Server, Storage, Laptop, Desktop, Thin Client Solutions, N-Computing & HP, Printer, Scanner, Fax Machine Solutions, CCTV Camera and Access Control, IT Physical and Info-Security Solutions, Projector Solutions, Enterprise Networking from Cisco & D-Link, Video Conferencing from Cisco and Polycom, Epabx Solutions, IP Phones, and Video Phones Etc.

Services: Virtualization from VMWare & Citrix, Cloud Computing, Board Room and Server Room Designing, Precision AC Solutions, Managed Printing Solutions, Check Point, Fortinet, SonicWall, Cyberoam, Symantec, MacAfee Solution, Microsoft Licensing, oracle licensing, adobe licensing, cute pdf licensing, auto cad licensing, AMC for all the Products lines describes above, FMS Services, AMS (Automated Manage Services) from Kashaya,

Company Name:

MAYUR ENTERPRISES

PROPRITOR (From Jan 1996 to March 2016)

"STRATEGIC BUSINESS UNITS OF Mayur"

Mayur has 3 Main SBU (Strategic Business Units)

 Products - (Computers, Laptops, printers, fax, scanner, matrix, Panasonic Epabx, access control system, Barcode printers& scanner, software's, tally, Cctv, Ttr films &labels for barcode, N-Computing, and Servers, etc.) Panasonic Distributor for Sales of Printers, scanner, &fax

SERVICES - (Consultation, AMC, Resident Engineer, FMS, etc.) Authorized Service Centre for Panasonic Printers, scanner, & fax

SOLUTIONS - (Networking, Firewall, Back-up, Data security, Anti-virus, etc.)

Website - www.mayurenterprises.co.in

Email- manish.nikte@mayurenterprises.co.in

Panasonic sales Distributor & Authorized service Centre.

Job Responsibilities: Team Handling, setting Individual & Group target, training. Handled 4 BDE's, taking weekly reviews, reporting to RSM. Sales Team Management, Managing Support Team in the backend, Maintaining Principal Coordination and Vendor Relationship, Price Negotiation, Conducting Technical Training Programs for sales Team by coordinating with principal vendors, making call plans for the sales team, handling a team of 4 salespeople like BDEs along with one inside sales support team member incorporate. Strategic planning for new business development, conducting business review meetings with RSM as well as with the sales team, Collection review. Resource allocation to the client-side for support & service by collaborating with the Technical Team the service manager and Engineers. Order Generation, Guiding the sales Team, Focusing on new customer segments along with the old clients. Entering IT exhibitions for promoting the company. Attending corporate sales and product training programs conducted by

OEMs and principal companies. Interacting with corporate clients, handling existing clients while generating new clients, providing best solutions to the clients in the segment of IT Infrastructure Solutions, Lead Generation, Doing Marketing research, marketing as well as promotional activities, and corporate presentations

**EDUCATIONAL QUALIFICATION**

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| SR. NO. | EXAMINATION | YEAR OF PASSING | RESULT |
| 1. | S.S.C. | 1984 | 74% |
| 2. | H.S.C. | 1986 | 64% |
| 3 | B. E. (ELCTRONISC & COMMUNICATIONS) | 1993 | 58% |

**PERSONAL DETAILS**

ADDRESS: A/303, RAJDARSHAN, DADA

PATILWADI, OPPOSITE

PLATFORM NO.1, THANE (W).

CONTACT NO 8779332940

DATE OF BIRTH: 26-01-1969.

SEX: MALE.

CASTE & RELIGION: HINDU VAISHYA VANI.

NATIONALITY: INDIAN.

MARITAL STATUS: MARRIED.

Mob No. 8452979721

E-mail : manishnikte17@gmail.com

LANGUAGES KNOWN ENGLISH, MARATHI, HINDI & GUJRATHI.

Thanking You,

MANISH C. NIKTE