

Yogesh M. Rane

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Executive Summary:

A professional with 11+ years of rich experience in Enterprise Sales, Business development, Key Account Management, Bid Management. Hands-on experience in administering key accounts for business development activities, managing client's expectations, and ensuring maximum customer satisfaction for repeat & referral business. Significant exposure of exploring new markets for business growth & streamlining sales strategy & operations.

Work Experience:

Inspirisys Solutions Ltd

(April 2023 – Till Date)

Designation- Deputy Manager Sales

Role Description: - Sales-Hunting & Farming, Business Development, Key Account Management, Bid Management, Contract Negotiation, New logo acquisition.

Services:-Digital Transformation-Application-Development, Modernization, Migration & Support; AI, ML, IoT, RPA, Bid Data Analytics, Test & Test Automation Services, Cloud Application Services & Staff Augmentation.

Responsibilities: -

- Lead generation through calling, email campaign, social media, and from various websites.
- Customer Engagement (In person or through virtual)
- Showcasing the organizational capability.
- Understanding the customer requirements, pitch value proposition, Coordination with internal teams for technical & commercial proposal.
- New Customer acquisition and retention, up-selling and cross-selling.
- Own & drive RFX response and pitch value proposition/solutions development/estimates/schedule to clients, coordinating with internal & external stakeholders (client, partner relationships, practices, marketing, finance, delivery).
- Meeting annual revenue targets & drive growth in accounts by influencing key decision makers at client end for additional scope.
- Handling backend team, Marketing Activity, Exhibitions, Promotional Activities at various locations.

Sarvatra Technologies Pvt Ltd

(July 2019 – April 2023)

Designation-Regional Manager

Role Description: - Key Account Management, Business Development, Customer Relationship Management, Bid Management, Marketing and Promotion.

Domain: - IT-BFSI

Products: - **Services**-Integrated Payment Platform, IMPS & UPI Mobile Application, Card Printing & Supply Services

Software- Card Management System, Core Banking System, Reconciliation System, Micro-ATM System.

Hardware- ATM Machine, Recycler Machine, Micro-ATM Device, Mini-ATM Device

Responsibilities: -

- Meeting annual revenue targets & drive growth in accounts by influencing key decision makers at client end for additional scope.
- Lead generation, nurturing the leads & ensuring conversion of opportunities to establish footprint in new accounts by developing client relationships & managing customer delight by ensuring delivery is in line with commitment.
- Forecast sales numbers.
- Own & drive RFx response and pitch value proposition/solutions development/estimates/schedule to clients, coordinating with internal & external stakeholders (client, partner relationships, practices, marketing, finance, delivery).
- Work with regional alliances of OEMs (NCR, Perto).
- Drive contract negotiation discussions & liaise with client to save interest of the organization.
- Handling backend team, Marketing Activity, Exhibitions, Promotional Activities at various locations.

Maximus Infoware (India) Pvt Ltd. Mumbai.**(May 2016 – June 2019)**

Designation-Sales Manager

Role Description: - Key Account Management, Business Development, Customer Relationship Management, Bid Management, Marketing and Promotion.**Domain:** - IT-BFSI**Products: -Services-** Payment Switching Services, IMPS & UPI Mobile Application, Card Supply**Software-** Ticketing & Incident Management System, Terminal Management System, EJ Pulling System, Reconciliation System, Card Management System, Core Banking System, Micro-ATM System.**Hardware-** ATM Machine, Recycler Machine, Micro-ATM Device, Mini-ATM Device, POS Device, Kiosk Machine**Responsibilities: -**

- Meeting annual revenue targets & drive growth in accounts by influencing key decision makers at client end for additional scope.
- Lead generation, nurturing the leads & ensuring conversion of opportunities to establish footprint in new accounts by developing client relationships & managing customer delight by ensuring delivery is in line with commitment.
- Forecast sales numbers.
- Own & drive RFx response and pitch value proposition/solutions development/estimates/schedule to clients, coordinating with internal & external stakeholders (client, partner relationships, practices, marketing, finance, delivery).
- Work with regional alliances of OEMs (NCR, Hyosung, Elite, Evolute, Mosambee).
- Drive contract negotiation discussions & consult with client to save interest of the organization.
- Handling backend team, Marketing Activity, Exhibitions, Promotional Activities at various locations.
- Sales & Product Training for new recruits.

Nicole Infosoft Pvt Ltd**(Sep 2015 – Jan 2016)**

Designation- Business Development Manager

Role Description: - Business Development, Account Management, Channel Sales, Lead Generation.**Domain:** - All domain**Products:** - **Software's**-All ERP software's (Billing ERP, Warehouse ERP, Inventory ERP, HRMS), Mobile App & Website development.**Responsibilities:** -

- Meeting annual revenue targets & drive growth in accounts by influencing key decision makers at client end for additional scope.
- Lead generation, nurturing the leads & ensuring conversion of opportunities to establish footprint in new accounts by developing client relationships & managing customer delight by ensuring delivery is in line with commitment.
- Presentation & Demo of Software Solutions.
- Onboarding & Management of dealers & Partners.

Mind Technologies Pvt Ltd. Mumbai**(Sept 2012-Sept 2015)**

Designation-Marketing Executive

Role Description: - Sales, Business Development, Account Management, Region Building, Channels Sales, Lead Generation, Marketing and Promotion**Domain:** - IT-Medical**Products:** -**Software**-PMS, IHMS, Personalized Software for Homeopathic Doctors.**Courses-** Homoeopathic PG Courses for doctors, Study Materials**Responsibilities:** -

- Visiting Doctors, Clinics Hospitals & Medical College
- Lead Generation & Converting into new accounts.
- Presentation & Demo of software solution.
- Product installation & training.
- Handling backend team, Marketing Activity, Exhibitions, Promotional Activities at various locations.
- Region building.
- Onboarding & Management of partners, referrals & dealers.

Ferring Pharmaceuticals Pvt Ltd**(Aug 2011- Feb 2012)**

Designation- Medical Service Representative

Role Description: - Sales of Medicines, Distributor Management**Domain:** - Pharmaceuticals**Products:** - Medicines & Injections on Infertility, Pediatrics, Gastrology**Responsibilities:** -

- Generation of prescription from doctors through regular visits.
- Maintenance and ensure of stock availability at stockiest and chemist level.
- Maintaining and developing customer relationships.
- Sustains and development of scientific knowledge.
- Maintaining call average as per company policy.
- Ensure proper implementation of marketing and scientific inputs.
- Ensure compliance with administrative tools like constant updating of with potential customers, timely submission of reports.
- Updating of Daily Call Report as per company policy.

Academic Projects Details:

Title: - Demat Account-Sales & Research

Organization: - SMC Global Securities Ltd. Pune.

Responsibilities: - Cold Calling, Visits, Sales of demat account, Report generation.

Education:

- MBA specialization in Marketing & IBM (Full Time) from Institute of Management & Research, Jalgaon in year 2011 obtaining 63.33%.
- BSC specialization in Biology & Chemistry from Vidnyan Mahavidyalaya, Malkapur in Year 2007 obtaining 60.59%.
- HSC Science from State Board of Maharashtra in year 2003 obtaining 67%.
- SSC from State Board of Maharashtra in year 2001 obtaining 71.60%.

Personal Profile:

Name	:	Yogesh Rane
Father Name	:	Madhukar Rane
Mother Name	:	Rekha
Date of Birth	:	November 20 th , 1985
Address	:	A1-7, Chaitanya CHS, Ganesh Nagar, Dombivli East. 421201
Nationality	:	Indian
Languages Known	:	English, Hindi & Marathi
Marital Status	:	Married
Strengths	:	Optimistic Attitude

I hereby declare that all the information given by me is true to the best of my knowledge.

Yogesh M. Rane