

ANISH P T

SALES & BUSINESS DEVELOPMENT PROFESSIONAL

ABOUT ME

A seasoned sales professional with 12+ years of experience on managing end to end sales of ERP Solutions and Services (SAP) and various Digital Transformation Services to large Enterprises.

From 2014, my core focus has been on selling cutting edge add-on solutions to SAP ERP users in India. Managed end to end sales cycle from lead generation, pre sales to closure through a meticulously planned consultative selling approach. I have successfully cultivated long lasting relationship with key stake holders at CXO level across large Enterprises. An in-depth understanding of the gaps in the standard SAP landscape and the corresponding business challenges enabled me to achieve the right positioning of the solution leading to heightened customer satisfaction and shorter sales cycles. I always played an active role in supporting the pre-sales activities by handling initial product presentation and demonstrations.

Handled a wide range of SAP add-ons and Automation solutions:

- Master Data Management Solution
- Accounts Payable automation with AI/ML capabilities
- Tax compliance solutions – GST filing, EwayBill and E-invoice automation.
- EXIM solution covering India specific scenarios like Benefit scheme tracking, clearance, pre and post shipment documentation, LC management etc.
- SAP integrated Procure to Pay automation solution - Vendor/ Supplier portal.
- Automation solutions for seamless warehouse operations and material track n trace across the supply chain.

EDUCATION

- BSc Bioinformatics - (Punjab Technical University) - 2005
- (PUC) - Vidyadhiraja Central School (CBSE) – 2001
- (SSLC) - Vidyadhiraja Central School (CBSE) – 1999

AREAS OF EXPERTISE

- Proactively identify business opportunities, engage with key stakeholders and collaborate internally to shape these opportunities into a compelling value proposition.
- Consultative Solution Selling approach across different business domains and technology offerings
- Skilled in Negotiation, Account mining, Solution and concept selling.
- Cold calling, Lead generation, Market research, Presentations, Solution discussions and demonstrations.

CONTACT ME

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WORK EXPERIENCE SUMMARY

Exalca Technologies Pvt Ltd

Mumbai

February 2023 to till date.

Job Profile:

Senior Manager – Key Accounts & Solution Sales

Product/Solutions:

- Automation Solutions for SAP - Ready to deploy add-ons like Master Data Management Solution, Vendor/ Supplier Portal, Accounts Payable Automation, Warehouse automation solution.

Responsibilities:

- Focused on end to end sales of SAP ready solution offerings of the company to Indian market.
- Lead generation and account management.
- Achieve quarterly and annual sales revenue targets.
- Focus on the sales of flagship products like Master Data Management Solution, Vendor portal, Invoice verification Automation Solution, Warehouse management solutions, etc.
- Conduct demo to prospective clients via online meeting tools & follow ups through emails and calls.
- Gather requirements from client to finalize the customizations required on the products.
- Act as an Account Manager to key accounts monitoring closely the relationship and overall interactions with the company including project management and tracking of account receivables.
- Identify additional revenue streams through cross selling and up selling to generate consistent revenue from existing key accounts.

Applexus Technologies Pvt Ltd

Trivandrum

January 2022 to December 2022.

Job Profile:

Business Development Manager

Product/Solutions:

- EXIM Solution for SAP
- Vendor Invoice Management Solution for SAP
- Vendor Portal for SAP

Responsibilities:

- Direct sales of SAP add-on and services offerings of the company to Indian market.
- Lead generation, sales closure and account management.

- Focus on the sales of flagship product nEXIM – Certified SAP addon for managing EXIM operations within SAP and InSITE – End to end vendor invoice Management Solution.
- Achieve quarterly and annual sales revenue targets.

Innoval Digital Solutions Pvt Ltd

Mumbai

April 2019 to December 2021.

Job Profile:

Business Development Manager (West region)

Product/Solutions:

- OptiEXIM (On-premise) – EXIM Automation Solution.
- OptiEXIMc (On SAP Cloud Platform) - EXIM Automation Solution.
- OptiGST - GST Filing and Vendor Reconciliation Automation.
- E-WayBill and E-invoice automation solution.
- Automated document processing solution (AP automation, EXIM documentation automation) solution.
- Digital Signature solution for SAP.

Responsibilities:

- Direct sales of SAP ready solutions offerings of the company to Indian market.
- Assess the market segment to be targeted for each product, develop and execute business development activities and sales activities.
- Achieve quarterly and annual sales revenue targets.

Applexus Technologies Pvt Ltd

Trivandrum

May 2016 – Nov 2018

Job Profile:

Sales Executive

Product/Solutions:

- SAP - Ready Solutions (SAP EXIM)
- SAP Consulting and Support Services, S/4 HANA implementation and migration.
- Business Intelligence (Implementation/ support services)- SAP BI/BO, Qlikview, Tableau.
- Ecommerce - SAP Hybris, IBM Websphere

Responsibilities:

- Direct sales of SAP add-on and services offerings of the company to Indian market.
- Lead generation, sales closure and account management.
- Focus on the sales of flagship product nEXIM – Certified SAP addon for managing EXIM operations within SAP.
- Achieve quarterly and annual sales revenue targets.

Inowits Technologies Pvt Ltd

Bangalore

July 2014 – December 2015

Job Profile:

Associate Manager – Business Development

Product/Solutions:

- SAP - Ready Solutions/ SAP add-ons

Responsibilities:

- Focused on end to end sales of SAP ready solution offerings of the company to Indian market.
- Lead generation and account management.
- Achieve quarterly and annual sales revenue targets.
- Focus on the sales of flagship products like Master Data Management Solution, Vendor portal, Invoice verification Automation Solution, Warehouse management solutions, etc.
- Conduct demo to prospective clients via online meeting tools & follow ups through emails and calls.
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World Vision Softek Pvt Ltd

Bangalore

February 2013 – June 2014

Job Profile:

Business Development Executive

Product/Solutions:

- Web based Application development
- Open source solution customizations
- Mobile application development
- ERP for small businesses

Responsibilities:

- End to End ERP sales targeting small businesses in healthcare and manufacturing sector.

- Manage the business development activities to target hospitals & small/medium manufacturing units.
- Gather requirements from clients on customization requirements.
- Focused on the strategy of implementing best practices in order to transform the businesses to efficient modern operating standards, from inefficient traditional practices through tailor made ERP solutions.

ISPG Technologies Pvt Ltd

Bangalore

April 2012 – January 2013

Job Profile:

Business Development Executive

Product/Solutions:

- Ecommerce products and solutions

Responsibilities:

- Focused on sales of ecommerce product offerings of the company to US and UK market.
- Lead generation and account management to achieve monthly targets.
- Focus on the sales of flagship products like (Oorjit) daily deal platform, (Ollco) Social networking platform, etc.
- Conduct demo to prospective clients and timely follow ups through emails and calls.
- Gather requirements from client to finalize the customizations required on products.

HDFC Standard Life Insurance Co

Bangalore

April 2008 – March 2009

Job Profile:

Sales Development Manager

Product/Solutions:

- Traditional Life Insurance policies
- Unit Linked Insurance Plans

Responsibilities:

- Recruitment and training of financial advisors.
- Facilitated trainings for IRDA exam & later built a team of IRDA licensed financial advisors.
- Generation of revenue through the recruited financial advisors.
- Conduct regular trainings on insurance product updates.
- Prepared personalized financial plans for HNIs (High Net Worth Individuals).
- Achieve revenue targets for insurance policy sales.

OTHER DETAILS

Date of Birth : 8th June, 1983
Total Experience : 12+ Years
Notice Period : 15-30 Days
Languages known : English, Hindi, Malayalam, Kannada

DECLARATION

I hereby declare that the above mentioned information is correct to best of my knowledge.

(Anish P T)