**Name** : Ravi Bhatia

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Teams & **Skype Id (Interview calls)** : ravi\_bhatia91@hotmail.com

**Educational Qualification** : Bachelor of Arts – Political Science. (57% Marks)

: DIGITAL MARKETING AUTOMATION Course from MSME – Govt. of India

**Company** : Shilpa Machinery Technologies Pvt Ltd

**About the Company** : Shilpa Machinery is a global leader in the manufacturing of steel components, recognized for our unwavering commitment to quality, innovation, and customer satisfaction.

**Duration** : 01 July 2023 to 31-January 2024

**Designation:** : International Consultant for Business Development (Purely on Commission Basis % wise of revenue)

**Job Responsibilities:**

Generating business opportunities for all the below:

* For sales in international markets in USA, Europe, Canada, UK, EMEA.
* Global manufacturers of machines, equipment, and components to various industry verticals.
* Manufacturing solutions for a diverse range of industries by leveraging our expertise in steel component production.

**Company** : Netpulse Services India pvt. Ltd.

**About the Company** : Netpulse Services dba Pathway Communications Inc is a Cyber Security, Cyber Insurance, Data Center and IT solution services provider specializing in digital transformation, data center solutions, business connectivity, multi cloud strategy and IOT / technical product customer support.

**Duration** : 22 November 2021 to 16-June 2023

**Designation:** : Senior Manager – Business Development

**Job Responsibilities:**

Generating business opportunities for all the below:

* Cyber Security and Cyber Insurance service offerings.
* Data Center / Server Colocation services
* Cloud Hosting
* Managed IT Services – Outsourced IT support, IT asset management, IT Helpdesk & IT security.
* Outsourced/White-labelled Technical Contact Center
* SAP HANA Hosting & Support (We are SAP partners for HANA hosting)
* Enterprise backup and recovery including Office 365 backup

**Company** : Vibing Techcloud solutions Pvt Ltd

**About the Company** : TechCloudPro is specialized Digital Transformation Co. & a leading **Cyber Security, Cyber Insurance and Oracle NetSuite solutions** provider with direct presence in United States, Canada and India.

**Duration** : 04 May 2021 till 18 November 2021

**Designation:** : Inside Sales Specialist

**Job Responsibilities:**

Generating business opportunities for all the below :

* **Cyber Security related (IAM+PAM, AAM, VAPT, SSO, MFA)** installation, upgrades, migration, support, staffing, maintenance, training, etc. as we're collaborated with Cyber Security global market leaders - CyberArk, MasterSAM and Arcon.
* **Oracle NetSuite, SAP & Odoo Partners** - for delivering end-to-end cloud ERP / CRM solutions
* **SuiteSpots** – our proprietary Business Connectors for NetSuite Integration with other apps
* **Zietra** - our proprietary AI solutions to power Industry 4.0 with cognitive technologies
* Services Include: Consulting, Customized / Turnkey Implementations, App Integrations, SaaS, iPaaS, Service & Support

**Company** : Apprisia / Zeteo Consulting

: Baner, Pune.

**About the Company** : APPRISIA (division of Zeteo Consulting) is a specialized SAP consulting company, providing implementation, development and support services.

**Duration** : 24 September 2020 to 15 February 2021

**Designation:** : Business Manager – Global Markets

(SAP ABAP Resource + AMS + BASIS Support + SAP Consulting Services)

**Job Responsibilities:**

* Generating business opportunities for SAP support in SAP BASIS infrastructure (remote/onsite/offsite 24x7 support), SAP ABAP support plus SAP staffing services for the organizations using SAP products in the global markets of USA, Canada, EU, UK.

April 2020 – September 2020: COVID19 Global Recession (Lost Job due to COVID19 Pandemic)

**Company** : Exo-Field Engineering Services Pvt. Limited

: Mahape, Navi Mumbai.

**About the Company** : Exo-Field Engineering Solutions is a company dedicated to providing niche Engineering Solutions encompassing Product Building, High-Tech and Core Services spanning Software, Mechanical, Petroleum, Civil and other Engineering fields.

**Duration** : August 2019 to April 2020 (09 Months)

**Designation:** : Inside Sales Lead – Global Markets (Software Products & Services)

**Job Responsibilities:**

* Generating Business Opportunities for Exo-Field Engineering Solutions for the Global Markets EU, UK, USA, Canada markets for Industry verticals like Oil & Gas, Gear Manufacturing companies, Mid & Large sized CNC machine manufacturers, Metals, Solar energy, wind energy companies.
* One of the products that we have developed is a smartphone application that can scan engineering tools and parts and do a deep analysis to find out wear and tear, dimensional and geometric changes and perform an engineering analysis (and analytics) of the part on the field.
* We have invented a product where-in named Intelli-Vision-Tool based on AI, ML and 3D Imaging can scan a Drill-Bit / Under-Reamer On-Site in a simple, intuitive manner to provide the engineering analytics, predictive and prescriptive analytics and also the future usability of the PDC Drill Bit and all Engineering.

January 2019 – July 2019 : Self-Employed as a Freelancer doing Lead Generation, Appointment Setting, Email campaigns, Cold Calling and setting up appointments, meetings for IT Software companies/individuals within my professional circle. (07 months)

**Company** : K-Pro Technologies

**About the Company** : K-Pro Technologies is a privately-owned Mumbai, India HQ based IT product development company with a software product called PRIMMS project management tool.

**Duration** : April 2018 till December 2018. (08 Months)

**Designation:** : Business Development Manager – IT (Products & Services)

**Job Responsibilities:**

* Generating Business Opportunities for PRIMMS: SAAS based PM tool - Project “RISK” Management Tool.

* PRIMMS tool had a very “Niche Market” appealing to a small, specialized section of the USA Companies having PMO division and PRIMMS which is a SAAS based project “risk” management tool. PRIMMS tool uses machine learning, historical data, AI & Data Science to predict project outcomes.
* October 2014 - March 2018 : Self-Employed in Family Business of Cloth Merchandise

(3 Years 6 months)

Retail & Wholesale of Merchandise, Garments, Suits, Business & Casual Wear, Denims, etc.

**Company** : Citagus Software Private Limited

**Duration** : September 2011 to October 2014. (3 years 1 month)

**Designation & Department:** : Senior Executive - Business Development

**Service Offerings** : Cyber Security related (IAM+PAM, AAM, VAPT, SSO, MFA), PeopleSoft HCM, HRMS, PeopleSoft Finance, BI services (Pentaho, IBM Cognos TM1, SAP BOBJ, QlikView) PeopleSoft, Oracle eBiz, BI, Remote Infrastructure Services and Testing.

**Job Responsibilities:**

* Interacting with Top Level CXO’s of Fortune 100 – Fortune 500/1000 List of Companies for Tele-Marketing of company’s service/product offerings.
* Business development for Cyber Security related services (IAM+PAM, AAM, VAPT, SSO, MFA)
* Follow up with Client/our Directors/Sales team to discuss the business opportunities from ‘Qualified Opportunities’ & ‘Hot Leads’ generated.
* PeopleSoft HCM, HRMS, Finance module-based services like implementation, customization, integration, migration, support, maintenance, training.
* Lead Generation for services like BI services (Pentaho, IBM Cognos TM1, SAP BOBJ, QlikView) and DBA services of PeopleSoft, Microsoft.
* Senior Business Consultant for PeopleSoft Service Offerings like Support, Maintenance, Implementations & Upgrades for Modules / Applications of PeopleSoft HCM, Financials, Payroll, HRMS, ESA, Campus Solutions, PeopleTools Development, Support & Upgrade to Ver 9.2.
* Senior Business Consultant for ERP - Oracle E-Business Suite + PeopleSoft.
* Senior Consultant for Business Intelligence products for Microsoft BI, Cognos, SAP BOBJ, Oracle Business Intelligence, QlikView, Pentaho.
* Senior Consultant for DBA Services for MS SQL Server & Oracle Apps. DBA & other Microsoft products

**Company** : GeP Solutions Private Limited. (Global eProcure)

**Duration** : January 2010 – February 2011 (1 Year 1 month)

**Designation & Department:** Associate (Business Development)

**Service Offerings** : Procurement Strategy, Strategic Sourcing, Procurement Consulting, Supply Chain Management, Category Management, Sourcing Support, Spend Analysis, Market Intelligence, Contract Management, Supplier Management, Process Optimization, Procurement Technology, Software, Procurement Software, and Procurement.

**Job Responsibilities:**

* Interacting with Top Level CXO’s of Fortune 100 – Fortune 500/1000 List of Companies for Tele-Marketing of company’s service/product offerings.
* Interacting & Communicating with CPO/CFO/VP/Directors of departments like Strategic sourcing, Procurement, Supply Chain, Purchasing & Logistics via telephone calls, emails, webinars, WebEx meetings, presentations & corporate demos.
* Scheduling a tele-conference call with the Prospect & our Director-BD through Calendar invite.
* Attending to Live-Calls & preparing ‘Minutes of the call’ with key points, company overview, Opportunities Identified & Next steps.

**Company** : Idhasoft Limited

**Duration** : July 2007 – April 2009. (1 Yr 9 months.)

**Designation & Department:** Team Leader (Marketing)

**Service Offerings** : Cyber Security and Cyber Insurance services, SAP, Oracle, IBM Cognos, warehouse management solutions, supply chain consulting, staffing services, web hosting services, DBA 24\*7, portal and content management.

**Job Responsibilities:**

* Interacting with Top Level CXO’s of Fortune 100 – Fortune 500/1000 List of Companies for Tele-Marketing of company’s service/product offerings.
* Business development for Cyber Security related services (IAM+PAM, AAM, VAPT, SSO, MFA)
* Company participates every year in the OOW (Oracle Open World) Conference + SAP Sapphire.
* Prospecting for Oracle Analytics services (upgrading, patching, networking, and security.)
* Oracle ERP Integration Solutions. ... Oracle Cloud Platform for Integration to integrate ERP and SaaS with existing on-premises applications and create a single, unified solution.
* Attending to Live-Calls & preparing ‘Minutes of the call’ with key points, company overview, Opportunities Identified & Next steps.
* Follow up with Client/our Directors/Sales team to discuss the business opportunities from ‘Qualified Opportunities’ & ‘Hot Leads’ generated.
* Targeting list of Fortune 100 – 500 – 1000 listed companies for business development.

**Company** : Wipro BPO Solutions Limited

**Duration** : February 2003 – March 2006. (3 Years).

**Designation & Department:** Associate (Operations)

**Job Role** : Tele-Marketing, International Sales, Microsoft Office – Tele campaigns.

**Awards/Certificates & Recognitions:**

* Wipro BPO Super-Star Award from the CEO -Wipro BPO (27 February 2006)
* Letter of Recognition from Microsoft Corporation [WA, USA] (July 2004)
* Special Recognition Certificate – Best Performer Award – Wipro BPO Quarter-3

(July 2005 – September 2005)

**Job Responsibilities:**

* Tele marketing, International sales of various third party product/service offerings like Capital One credit card applications, Microsoft products, etc.
* Microsoft Office – Tele campaigns for Microsoft SMI – Security Mobilization Initiative across APAC & UK.
* Troubleshooting & resolving Microsoft Word application issues for Microsoft home version customers in the USA.

**Permanent Address**  : B 208, Heritage Society, Plot. 22, Sector 05,

New Panvel East, Raigad District - 410206,

Navi Mumbai, Maharashtra, India.

**Hobbies & Interests** :Music, Singing, Cooking, Dancing, TT & Chess, Watching movies, Astrology, Bi-cycling, Swimming.

**Languages known** : Fluent English, Hindi, Sindhi, Marathi.