

## Resume

**Vivek M Nagargade**

**Business Development | Inside Sales | Presales**

**10 years**

**Email:** [vivek1430007@gmail.com](mailto:vivek1430007@gmail.com)

**Tel:** [+919860716679](tel:+919860716679)

**Vyomlabs**

**Senior Solution Sales**

**Job Description**

**Feb 2020 – Present (3.2Years)**

**Solution Consultant at Vyom Labs - BMC Services | Automation/RPA | Salesforce | AI/ML/NLP/IDP | ITSM | AWS Cloud**

- Looking after **INDIA** region for **BMC & Automationedge** services. Majorly focus on Indian Banks for digital journey in **Automation** for **IT Service Management** & IT Operation Management.
- Working with the marketing team to position organizations various solutions
- Working on BMC Solutions like **Control M – Application Workload Automation**, IT Process Automation(ITPA), AI/ML/NLP, Digital workplace, End to end Orchestration, **IT Service Management** like BMC Remedy, ServiceNow, Ivanti, Cherwell, Monitoring tools like **Logic Monitor**, Low Code platforms like Mendix, OutSystems, RPA solutions like UiPath, Blueprism, Cloud services like **AWS Cloud Services**, BMC Cloud etc
- Account mapping of organizations with tools such as **Zoominfo, Lusha, D& B, LinkedIn**
- **Account Mapping** all key people like CIO, CDO, Head of IT, Director IT, Service Delivery Head, IT Infrastructure, etc
- **Investigating** organizations current IT Infra and based on it projecting solutions
- Understand customer requirements from pre-sales perspective thoroughly; prepare questionnaire to get more details if needed, work out detailed functional & technical response, proposal, solution; effort sizing of resources; pricing; scope of work etc. as per finalized customer requirements
- Driving the **Webinar** by connecting all the key stake holders of various organizations on a single platform
- Demonstrating deck demos & PowerPoint presentations for key decision makers and stake holders
- Understanding the IT Infrastructure based upon it proposing solutions best suitable to their environment
- Working on domains like **Universities, Bank and Insurance companies (BFSI), Manufacturing, Managed Services, FMCG, Logistics, Fintech, Captive Accounts, Healthcare**, etc
- Work on Pre-sales and RFP/RFI opportunities for all ITSM, Automation, ITPA, IT Operations Management, Monitoring Solution, etc
- Helping organizations for boosting Rapid development with Low code platforms
- Working with the Channel partner
- Resource Augmentation & End to End Sales
- Investigative Skills, Innovative Thinking, Initiate- Driven, Client Engagement, Team Work & Team Leadership
- Achieving 70% projected targets from different segments like Staff Augmentation, Automation projects & Products selling

## Mindpool Technology

### Job Description

April 2019 – March 2020- 1Year

- Working with Mindpool Technology for Customized projects and Products development as Business Development
- Working on INDIA, Southeast Asia, Middle East, UK region
- Rich in resourcing for UK, Middle East and Singapore region
- Work as Functional & Technical Consultant during entire sales/contract cycle
- Solutions as well ERP implementation for Microsoft Dynamics NAV, AX, O365, Azure cloud, Managed IT Services

## Acuvate Software's Pvt Ltd, Pune

April to March 2018 – 1year

### Designation: Business Development

### Job Description

- Working with Acuvate Software's Pvt Ltd, Pune as a Business Development.
- Solution selling like INTRANET, Idea Management, Migration Tool for fortune 500 Companies in Western region of INDIA.
- Meeting Customers on site and performing demo's
- Travel to domestic customer locations as per business requirements
- Contractual staffing of SharePoint resources
- Region including PAN INDIA with Middle East and Singapore

## IT Cube Solutions Pvt Ltd. Pune, INDIA

Feb 2017 till Feb 2018 1.1 year

- Worked with IT Cube Solutions Pvt Ltd, Pune, Solution, ERP and Product Development Company as a Business Development.
- Covering INDIA, Middle East and South-East Asia region.
- Product, Solution and Dedicated resource selling module.
- Providing the resource engagement module for various companies in specific technologies.
- Create and implement a targeted outreach program for assigned area
- Understanding the challenges faced by organisations and providing them the best solution.
- Meeting clients onsite and performing demo's
- Travel to domestic customer locations as per business requirements
- Contractual staffing of SharePoint resources
- Develop and manage relationships with organizations.

## TechModi, Pune

April 2013 to Jan 2017 3.10 years

- Worked with **Techmodi**, Website and Mobile Application Development Company based in Pune as **Business Development Executive & Business Analysis**
- **Business Development Executive** for **Website & Mobile Application** with strong knowledge in market research, customer prospecting, online marketing, IT sales and marketing skills.
- Target region as **Singapore, Malaysia** and **UAE** also have prior knowledge of **UK, US** Countries talking with the C-level or Management level executives explaining them about our IT related Services.
- Travel to international or domestic customer locations as per business requirements
- Got an opportunity to attend **GITEX 2016** in **Dubai**

- Handling the key responsibility of lead generation activity through Email Marketing, Cold Calling, Social Media, Networking, Associations, Referrals, etc. in specifically Singapore and Middle EastMarket.
- Business Development Executive for SAP with strong knowledge in market research, customer prospecting, online marketing, IT sales and marketing skills.
- Responsible for key functions like requirement gathering, pre-sales analysis, proposal making, negotiations, sales closures and customer relationship management
- Maintained consistency in lead generation, achieving sales targets, achieving total sales of **25 projects**, amounting **USD 3,28,890** within the time span of 3 years.
- Work on various pre-sales stages like RFI, RFP, BAFO along with helping at capability presentations
- Design & build end-to-end solution, proposal, sizing, pricing, presentations etc.
- Was appointed to work under the manager for the key responsibility for business expansion in Singapore
- During two visits of the Manager in 2014, we were able to formulate 20 business alliances and acquire 4 premium accounts (average revenue of USD 25000 each).
- Study customer requirements, gather functional and non-functional requirements and propose relevant solutions.
- Providing advanced technical solutions based on various web & App development platform (PHP/ASP.NET/iOS/ Android platform Apps)
- Identify opportunities for penetration within the existing customer base
- Domain knowledge of ecommerce, education, healthcare, Logistics, and social media
- Requirement Gathering for both the web and mobile development.
- Design & build end-to-end solution, proposal, sizing, pricing, presentations etc.
- End to End Sales.
- Flexible committed individual with excellent communication skills
- Work as Functional & Technical Consultant during entire sales/contract cycle
- Consistently performance
- Resource Augmentation

#### Academic Credentials

- **BE in Information Technology with 64.71% Dec 2012** from **M.G.I.E.M, Indore**, R.G.P.V.
- **H.S.C. with 49.67% June 2007** from **K.V.N Naik College, Nasik**, Pune University.
- **S.S.C. with 60.00% June 2004** from **St. Xavier's School, Nasik**, Pune University.

#### Skill set

•Languages	:	ASP .Net C#, C , C++ , C# , VB, Oracle
•Database	:	SQL,MS-ACCESS
•Operating system	:	Windows XP/VISTA, Windows 7,

#### Achievements

- Developed a thorough Understanding of the Global IT Market & Sales Scenario
- Understood the Software market requirements with the help of international business platforms
- Successfully achieved the Appointment Generation activities in Singapore region for 4 times
- Closed a project recently without the help of management team

## Personal Details

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**Languages known** : English, Hindi, Marathi

**Address** : New-E , 81/2 , N.T.P.S, Eklahara Colony, Nasik (M.H)

**Date of Birth** : 11th July, 1988

**Gender** : Male

**Nationality** : Indian

**Hobbies** : Listening music, playing Badminton, Football,  
Photography and watching Movies, Reading, Travelling

**Key strengths** : Adaptability to new environment, good verbal skills,  
Practical abilities, working well within a team.

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I hereby declare that, above all information is true up to my knowledge.

**Date:**

**Yours Faithfully,**

**Place: Pune**

**Vivek Mahadeo Nagargade**