



Chitragupta Sinha

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Summary

Results-driven sales leader with extensive experience in Solution Selling, Business Development, Contract Negotiation and key Account Management. A rich background and demonstrated experience in Sales and Business Development, Tender & Bid Management and particularly working with CXO level decision makers. Proficient in preparing and presenting proposals/SOWs and presentations to close business. Exceptional interpersonal communication skills and strong business acumen ability to network connections to the business community.

Key Skills

Sales & Marketing of SAAS based solutions, BFSI, Core Banking. ERP Solutions, Cloud based Solutions, IT Infrastructure & Cloud Hosting, Data Centre Services, Disaster Recovery Services, Database Management, Security Operation Center (SOC) Solutions, IT Solutions / IT Services, System Integration, Application Development, Mobile Apps, GST Solutions.

PROFESSIONAL EXPERIENCES

Trust System & Software I Pvt Ltd

Position: AVP- Marketing & Sales

Start Date: April 2018

End Date:

Product Targeting: Core Banking Software, ERP Solutions, System Integrations for BFSI, GST Solutions, IT Consultancy, IT Solutions, Custom Software & Application Development.

-End to end ownership for a particular bid, Proposal writing & handling Pre sales team for Bid Management and to prepare response documents for Governments projects and Corporate.

-Develop and maintain relationships with high profile customers and CXOs and relevant senior People.

- Communicating the customer value proposition and build business case to optimize revenue.
- Prepare bid document inline to the technical & commercial compliance's, preparation of solution document, interact with the client on bid clarity for effective submission, ensure a successful & high probability winning bid proposal.
- Manage stakeholders for the bid involving from sales, marketing, and finance, commercial, legal and delivery heads.
- Participation in Due diligence process & Contractual negotiations and Work across all phases of Bid Management i.e. requirement gathering, proposal preparation, pricing, working on win loss ratio etc.
- Mapping the untapped clients and pitching new products, exploring new revenue areas within the current set up for the internal organization.
- Actively drive and engage business development through showcase our products/Presentation to targeted prospects. Travel to prospect places whenever required for technical presentation, meeting or for site visit.
- Drive meetings and maintain minutes to ensure stakeholders, insure timely completion of BID for submission adhering to deadlines. Sales Revenue closures by Client visit, Cold calling and Emails, Web Conferencing.

Wera Technology Pvt Ltd

Position: Sr. BID Manager

Start Date: August 2017

End Date: April 2018

Product Targeting: Hospitality Software, Mobile Apps, Travel Management Solutions, IT Consultancy, IT Solutions, Custom Software & Application Development.

- Whole bid lifecycle (from harvesting to submitting responses), focusing of BFSI/IT Consultancy/Web Application tenders.
- Manage the third-parties network and relationships during the bid phase as well as during the project execution phase ensuring contract compliance.
- Proposal writing, Developing detailed proposals, cost estimates/quotations, and RFI. Generate technical and commercial proposals based on customer specifications and the rfp>Create Winning themes, writing technical solution documents, Annexure, PQs and response for RFPs
- bid Tracking plans, establish Bid Team and work with Solution SMEs to create customer focused response documents in the defined time-lines
- Stakeholder Management for timely development of Bid responses for the RFP, EOI, Online Bid submission
- Develop Channel Partner baseline and responsibility to get BOM/Commercial and MAF from respective OEM. Coordination with OEM's and channel partners.
- Skills Proven excellent record in sales (building and keeping relationships, negotiation). Motivate and influence key contacts and decision makers.

IT Shastra India Pvt Ltd,

Hqr Mumbai

Position: Vice President (Business Development),

Tenders Start Date: Feb 2015

End Date : July 2017

Website: <http://itshastra.com> Location: Mumbai

Employees: 220

Product Targeting: e-Governance, BFSI, Media, Healthcare, m-Governance, IT Consultancy, Skill Development, Software & Application Development.

Responsibilities & Skills:

- Developing detailed proposals specifications and the rfp., cost estimates/quotations, and RFI. Generate technical and commercial proposals based on customer.
- Proposal Writing, Creation of formal RFIs/RFP/proposal responses including technical and commercial terms.
- Review tender documents to extract key information and contribute to overall bid win themes.
- Timely management of the collation, formatting, printing and submission of major bid responses in the prescribed format.
- Coordination of the proposal deliverables from all internal contributors and external contributors (3rd party vendors or consortium partner whenever required).
- Assist team relationships with new and existing clients to ensure business objectives are achieved.
- Ensure that our win rate is maximized through the appropriate and timely engagement and in the development of an effective Bid Plan and managing the element of project management to ensure that bid team members meet their submission deadlines.
- Bid team construction, roles and responsibilities, deliverables timeline and approval processes for small, medium and large deals.
- To generate new requirements from various organizations and corporate and close the lead successfully.
- To attend pre bid meeting/technical bid opening/presentation and price bid opening and price negotiation meeting
- Use of various bid tools including e-procurement modules for online bid submission.
- Researching and analyzing sales options maintaining relationships with clients by providing support, information, and guidance.
- Product registration with DGSND/ To get empanel with various organizations with rate contract

-To develop relationship with OEMs/Channel Partners and to get the commercial of various equipment from OEMs

ESDS Software Solutions Pvt Ltd (BPO/ ITES)

Industry: Data Center Services, Disaster Recovery centre, IT Infrastructure & Cloud Hosting, Database Management, Managed Services, SaaS Model Business, Application Development & Security Operation Center (SOC) Solutions.

Position/Title: Senior Manager-

Tenders Start Date: April 2005

End Date: Jan 2015

Employees: 380

Location: Nasik/Mumbai

Website:<http://esds.co.in>

Responsibilities & Skills:

-Government Tender Procurement, Bid Management, Vendor/ Management/Business Development through tender procurement

-Responsible for Business Development through Tenders from Govt Organization and Corporate.

Coordinate with team for preparation of project proposals starting from detailed review of the technical and commercial specification/ bidding documentation

-Responsibility for preparing accurate Technical Bid in coordination with technical team to give specific solution to customers in order to win profitable business from various government organizations.

-Proposal writing and to provide ongoing support from different departments for Projects making it successful Proposals.

-Support Estimating and technical Department as required with technical / pricing support.

-Schedule and lead effective team meetings and ensure that bid costs are accurately forecast, managed and contained.

-Ensure that our win rate is maximized through the appropriate and timely engagement and to get the commercial from various OEMs.

-Manage and coordinate relationships into the Sales, Marketing and Delivery organizations for bid mobilization & cross-line-of-business to involve consortium partners for a number of major sub-contractors and the regions on large transformational type deals.

- Ensure the consistent application of the Bid Management Framework to all the assigned pursuits.

- Ensuring compliance with customer requirements and company value proposition. Carry out sizing of opportunities and identify deviations.

- Develop relationship with Government organizations to get written their rfp by us and make changes as per desired specification.
- Create Winning themes, writing technical solution documents, Annexure, PQs and response for RFPs
- Develop Channel Partner baseline and responsibility to get BOM/Commercial and MAF from respective OEM.
- Capable to handle pressure against tender deadlines and follow up at every stage of sales. - Generate technical and commercial proposals based on customer specifications and Tenders in close cooperation with the technical and financial departments.
- Coordinate responses to RFIs, RFP and other such requirements & conduct bid progress reviews.
- Provide inputs in development of tenders for quotations, technical specifications, and contractual terms.
- Government/PSU website investigation to capture tender opportunity.
- Attending Pre-Bid Meeting, Technical/commercial Tender Opening. / Technical Presentation
- Developed partnership/Channel partner/ Joint ventures for further expansion of Business.
- Training sales and support staff for tendering and bidding processes.
- Travel to prospect places whenever required for tender opening and meeting or for site visit.

Ipca Laboratories Ltd (Makers Division) Generic/Pharmaceuticals

Industry: Partnering Healthcare Globally. Fully integrated. Pharmaceutical company. World-class. Manufacturing facilities. Global Presence.

<http://www.ipcalabs.co>

m Employees: 5000

Start Date: May 2003

END Date: April 2005

Position/Title: Regional Business Manager, Hqr- Mumbai

Responsibilities: I have been able to build a performance driven team by recruiting efficient sales persons, providing training to them and inspiring them to deliver results. I have been well coordinated teamwork to develop sales in my assigned region. I had also responsibility for Product development, institution Business/ Attending Negotiation meeting for obtaining tender/order, Distributors appointment, channel development, product management, Product Presentation through PPT, market positioning. I've been excellent to develop market very well in terms of customers' coverage, build up relations, credit control, and business development and build a well distribution network with the whole team.

Jupiter Allen India Ltd (Pharmaceuticals & Cosmetics)

Start Date: Aug 1996

End Date: Apr2003

Position/Title: Regional Sales Manager. Hqr Mumbai.

Responsibilities/Achievements:

My responsibility was to promote our different range of pharmaceuticals cosmetic products with a team of Medical/sales representative and Area Sales Manager, in addition my responsibility was to appoint distributors work out for strengthen the channel of sales, analyze market and launch new products. I was also responsible to organize sales training to motivate and coordinating Sales.

ACADEMIC SHOWCASE:

- Bachelor of Science (Ranchi University)
- Post Graduate in Marketing Management (Amravati University)
- Diploma in Advertising & Public Relations (Grade A) - (Welingkar Institute of Mgmt Dev & Research. Mumbai),
- PG Diploma in Mass Communication (Madurai Kamraj University)

Computer literacy & Other Skills: High degree of comfort with Word, Excel, PowerPoint, CRM Systems, Email and email management, Online Bidding system, Normal web and internet functionality.

-Self-starter, self-driver, confident and initiative taker.

References:

Captt. Bobby Thomas, Indian Navy, INS Tanaji, Mumbai
Mr. V.P. Shukla, Joint Development Commissioner, SEEPZ
Mrs Jyoti Luhadia, ACP (Deputy Director), DOIT, Govt of Rajasthan
Mr N.N.Jha, GM (E & T), Retd. Coal India Ltd
Mr Somnath Tripathy, AGM, Steel Authority of India Ltd., Rourkela
Mr Pankaj Khatri, AGM, Taxation, Bank of Baroda