

William. Alex. Kasbe

IT Sales Manager

PLOT NO 47 Lumumba Avenue Nakasero Kampala, 21444 Uganda.

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Objective

To work in a challenging and creative environment that provides me ample opportunities and aids me in professional and personal development, where I can apply the technological skills and knowledge that I have acquired and upgrade my skills constantly.

Core Competencies

- Good knowledge about Dell Desktops, Laptops, Server, Storage etc.
 - Microsoft products like Operating System, MS Office, Office 365, Azure etc and licensing.
 - Adobe Creative Suite and Licensing.
 - Kaspersky Antivirus and Licensing.
 - Symantec Backup Exec and Antivirus Solution and Licenses.
 - APC UPS and networking equipments
 - Vmware Solution and Licenses.
 - Veeam backup Solutions

 - Currently promoting brands such as Dell, Microsoft, Vmware, Kaspersky, APC, Vision, Veeam, Adode, Apple, Symantec, DLink and Oracle.

 - Responsible for Vendor Supplier management as well as clientele management.
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Work Experience

- **MFI DOCUMENT SOLUTIONS LTD HQ as Regional IT Sales Manager.**
In **Uganda, Kampala Branch (Headquarters)**
(September 2013 – Till Date)

Job profile

Handling 8 countries viz. **Uganda, Congo, Burundi, Malawi, Zambia and Kenya, Juba and Rwanda** for IT Sales,

Providing Technical Assistance / Solutions, Pricing and Ordering process.

New Client Acquisition, Business Development.

Handling projects related to ICT offering solution related to Infrastructure, Applications, and Services with various products in line ranging from Desktops, Laptops, Server, Server Racks, Storage, Firewall, Routers & Switches, UPS, Antivirus, Microsoft products, Structure Cabling, Networking and Data security, ERP, ECM, Archiving, Digitization, IT Leasing and Service Contract.

Having meetings with Ministries and Private Organisations.

Giving Presentations and demonstrations.

Proposing various new technology related products.

Handling Negotiations.

Making BOM.

Deal Registration.
Assigning tasks to the team members.
Following up with the team for suspects and mapped clients as well as for proposals submitted.

- **MFI DOCUMENT SOLUTIONS LTD as IT Sales Manager**
Lusaka, Zambia Branch.
(Nov 2012 – Sept 2013)

Job profile

Handling IT sales of 2 countries viz Zambia and Malawi.
Handling a Team of 4 Sales Executive.
New Client Acquisition, Business Development.
Handling projects related to ICT offering solution related to Infrastructure, Applications, Services.
With various products in line ranging from Desktops, Laptops, Server, Server Racks, Storage, Firewall, Routers & Switches, UPS, Antivirus, Microsoft products, Structure Cabling, Networking and Data security, ERP, ECM, CRM, Archiving, Digitization and Service Contracts with Brands such as Dell, HP Alcatel, Cisco, Microsoft.
Having meetings with Ministries and Private Organisations.
Giving Presentations and demonstrations.
Proposing various new technology related products.
Handling Negotiations.
Making BOM.
Assigning tasks to the team members.
Following up with the team for suspects and mapped clients as well as for proposals submitted.

- **SPS INTRAD PVT LTD as Business Development Executive for ERP (etEngine)**
Bangalore – Karnataka – India.
(July 2011 – August 2012)

Job profile.

Mapping new customers.
Understanding suspected customers whole business process.
Addressing to business process related problems.
Providing Solution to the business process related problems.
Aligning demos for suspected customers.
Making proposals of deal and cost negotiation at preliminary stage.
Responsible for overall marketing activity.
Helps the field sales team with contacts and database.
Handling large and complex proposals for IT services across all over India.

- **HCL (Hindustan Computers Ltd.)** as Desktop cum Server Backup Engg. For client Standard Chartered Capital Markets
Mumbai – Maharashtra - India
(March 2010 – August 2010)

Job profile

Hardware and Software installation and troubleshooting.
Assigning and Configuring systems to new users.
Installation and Testing of various hardware components.
Installation, Configuring and Troubleshooting of various software's.
Example: ODIN, TAW, LD, ORACLE 10G Client, Outlook Express, Mozilla Thunderbird etc.
Installation and troubleshooting of Lan connection.
Installation of updates for Windows XP, Symantec and scripts for various other Applications.

- **3cgroup Company** as Web Developer for developing website.
Mumbai – Maharashtra - India
(3 months 2009)
- Conducting workshop for **Somaiya Engg College** (Vidyavihar) for S.Y and T.Y Engg students
(IEEE Members and IETE students)
Mumbai – Maharashtra - India
(2009)
- **Global Respondez (Sierra Games)** as Technical Support Executive which dealt with resolving clientel issues through the process of trouble shooting
Mumbai – Maharashtra - India
(2006-2007)

Job profile

In sierra games as a Tech Support I used to troubleshoot PC's, Graphic cards, Sound cards, online port checking, consoles settings etc.

Achievement

Have been awarded Quality assurance and Certificate of Excellence for having a consistent and an outstanding performance in the field of online troubleshooting.

Professional Qualifications

- MBA from **GEMS B SCHOOL Bangalore – South Asia University – UK.**

Specialization

Major	Minor
Information Technology	Marketing Management

Academic Qualifications

Qualification	Board/University	Year
B.Sc. IT (Information Technology).	Mumbai University.	2009
Diploma in Computer Engg.	MSBTE Board.	2007
High School	ST. John The Baptist High School.	2002

Technological Awareness

Operating System	Windows Family, Linux.
Languages	C, C++, C#, ASP.
Database	SQL 2003.
Web Technologies	HTML.
Web Server	IIS.
Hardware	A+, N+, CCNA, MCSA.

Strengths

- Good verbal and written communication skills.
- Ability to effectively interact with people from diverse cultures.
- Proven ability to work with aggressive deadlines on assigned tasks.
- Reputation as a dependable and accountable Team Leader.
- Sales and revenue Generation
- Account Management
- Team Management
- Customer Relations Development
- Vendor Supplier Relationship management
- Market Research and Analysis
- Business Outreach Strategies
- Promotion and Sales Tactics
- New Business Development
- Effective Presentation Skills
- Performance Management

Hobbies and Interest

- Computer troubleshooting, website designing and Surfing net.
- Drawing, Painting.
- Listening to Music, Playing Various instruments.
- Martial Arts.

Personal Details

Name	William Alex Kasbe
Date of Birth	06-03-1984.
Nationality	Indian
Father Name	Alex Kasbe.
Sex	Male
Marital Status	Single
Languages Known	English, Hindi & Marathi.

Place: Kampala, Uganda.
Date:

(William Alex Kasbe.)