

MANORAG SAXENA

Manoragsaxena55@gmail.com

+91-9999728650

OBJECTIVE:

The objective of the life is to achieve the higher position in the sales industry, and deliver by best skills and tactics for the company growth. Goal of life is to become best Sales Management Professional in the Country.

PRESENT EMPLOYER:

ACSG Corp. (Homeland Security Firm)

July 2013 – Till Present

Company Description: ACSG Corp. is an established homeland security firm providing focused ICT solutions to several sectors of crucial significance like Government entities and Law Enforcement bodies. It serves around SMAC (Social, Mobile, Analytics and Cloud) Stack utility based concepts to generate an end-to-end multi-disciplinary approach to ICT. Majorly bent on innovative technology for pre-emptive strategies, ACSG specializes in revolutionary turnkey and customized solutions suitable for Homeland Security for a mission critical as well as the futuristic demands. Making available an extensive range of real time and user friendly web and mobile software for resolving specific pain points is the ultimate objective of the firm.

KEY RESPONSIBILITIES AREA:

- Team Management (Sales Account, Lead Generation and Delivery)
- Strategic Decision Making and goals for Future
- Enquiry of action Items.
- Review of all sorts of documents marketing collaterals, Proposal, Solution (tech papers)
- New offerings feasibility analysis, validation and documentation.
- Client management as escalated authority.
- Partner management.
- Enquiry of revenue.
- Handling Special Projects of ACSG.
- Searching of new opportunities news and market search for market opportunity
- Preparing concept notes
- Document preparation like emd letter, request letters, tender document preparation, proposals, approach note, quotation letter, excel regarding funnel, prospects, leads etc
- Calling to new leads/segment/department for meeting follow up with client on new prospects
- Follow up with client and vendor to ensure delivery
- Finding new vendor related to client query/tender/opportunity
- Preparing work report of deliveries of project
- Meeting with new/prospect/repeat client/Coordination with accounts regarding budgeting of new Project, invoice from vendor, and for company document for tender purpose

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PROJECTS COMPLETED:

1. Delhi Police

- Lost & Found Article Report System (Awarded as Best Application (Silver Award) in E-Governance Awards)
- Police Clearance Certificate
- Character verification Report
- No Entry Permit Application
- Online Complaint Lodging System
- Internal Web application for Delhi Police

2. Goa Police

- Lost Article Report System
- Goa Police Verification System

3. Chandigarh Police

- Police Clearance Certificate

4. Gwalior Police

- Lost Article Report System

OTHER SKILLS:

1. Can travel anywhere within an short notice period of time(India or Abroad)
2. Go-Getter Personality
3. Person with Non-Tom Dick Harry Approach
4. Always think Out of the Box
5. Can Handle the Worse Situation in any manner

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EDUCATION QUALIFICATION/INTERNSHIP:

1. Bachelor of Technology in Electronics and Communication Engineering from Maharishi Dayanand University, Rothak , 2013 Year Passed Out
2. Diploma in Digital Electronics from Board of Technical Education , Delhi , 2010 Passed Out
3. 10th from CBSE , New Delhi , Passed out in 2007
4. CCNA , CCNP done from CMC India Ltd . (TATA Enterprise) , Project done : Securing a Web Server using CISCO IOS Firewall , Tenure (Jan 2013-June2013)
5. Bharat Electronics Limited: Project Done on Floating Deck Modulator Radar(FDMR) , Tenure (June 2012-August 2012)
6. Spicejet Airlines : Project done on CVR(Cockpit Voice Recorder)Tenure (July2011-August2011)

PERSONAL DETAILS:

Fathers Name : Manoj Kumar Saxena

Mothers Name: Ragini Saxena

Sibling : One Younger Brother

Date of Birth : 28 July 1991

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DECLARATION:

I Hereby , all the information provided is truly authentic and LOP can be submitted any time for the verification

Manorag Saxena