

Akshat Devpura

Date of Birth: 07/09/1985
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Present Address: Goregaon (East), Mumbai- 400063

Post Graduate Diploma in Management

Specialization: Sales & Marketing

Summary

- Eager to learn
- Result-oriented
- Excellent at revealing customer needs and delivering solutions
- Focused on maximizing sales by managing all accounts systematically and logically

Highlights

- Strong interpersonal communication and organizational skills with proven abilities in Business Development, Customer Relationship Management and Strategic Planning
- Sales Forecast Creation , Opportunity Prospecting, formulating quotes, Team building expertise
- Proven Sales record, Strong deal closer
- Planning, organizing and decision making targeted toward increasing overall profitability for the company
- Skilled in MS Office (Word, Excel, PowerPoint, CRM)

Accomplishments

- **Closed Deals worth \$40 M for 2016.**
- Most Value Added Performance award given for the **converting a consignment sales opportunity to a direct sale.**
- Most Value Added Performance award given for identifying, pursuing and **closing a \$3 million dollar deal** in Multinational operator.
- Salesman of the quarter for providing value based sales to various companies
- Engineer of the quarter for providing solutions to various challenges of customer.
- Most Value Added performance award given for **converting a customer from pro-competition to pro company.**
- Most Value Added performance award given for pursuing and **closing out a deal where company's chances to win were negligible.**
- Most Value Added Performance award for the analysis and report given to the company Halliburton offshore services Inc. during my summer internship
- **Trained in Sales & Negotiation through Articulus Workshop**

Experience

HALLIBURTON OFFSHORE SERVICES INC. – Multimillion-dollar oilfield services company catering to upstream demands of oil NOCs, IOCs and Private companies

Account Representative: May 2015 to present- Revenue scope typically in the range of \$50 – 100 M

- Handling business opportunities worth USD 100 Million as Account Manager for ONGC, Reliance and other E&P customers
- To gather market intelligence regarding their operational budgets, SQ issues of competition, etc.
- Monitor market conditions, product innovations and competitor activity, and adjusted account sales approach to address latest market developments.
- To utilize subject matter expertise and establish client relationships to show Company value to Customer
- To match the Company's commercial and operational capabilities to customer needs by gaining a clear Understanding of customer's business
- Collaborated with other account managers to prepare and deliver performance updates and quarterly business Review.
- Identifying key decision making drivers and effectively delivering technical sales presentations in the right direction
- Active role in Annual Business Planning Process where Revenue Forecasts are made based on Opportunity inputs.
- Focusing on closing the revenue and market share gap between company and competition
- Providing support to finance team on Account Receivables, DSO management and cost management
- Applying Business Acquisition Process guidelines for current and new opportunities.

Sales Representative: Jan 2014 to April 2015- Revenue scope typically in the range of \$5 - 50 M.

- Account Manager for ONGC and Reliance to gather market intelligence regarding their day- to day activities
- Identifying customer issues
- Applying my knowledge to provide a solution to a specific customer issue using a product/ service from the Company's portfolio
- Using market knowledge to design specific winning strategy taking into account technical specifications required, experience criteria required, upsell opportunities and product optimization plans to be delivered.
- Aligning the internal operations and service teams to customers' expectations
- Documenting learnings and market intel in a way that it is useful to team and successor
- Answered customers' questions about products prices, availability, uses and credit terms.
- Determined the cost and pricing of proposals and bids.
- Developed and executed annual sales plans and strategies for territory.
- Negotiated details of contracts and payments and prepared sales contracts and order forms.
- Gathered all relevant materials for bid processes and coordinated bidding and contract approval.

Application Engineer: July 2012 to December 2013

- Part of Drill bit sales team and considered to make sales pitches to various customers in India.
- Cold calling and mapping competition performance.
- Understanding company products and promoting to various customers pan India.
- Making sure a compliant proposal is being submitted in response to the customers' "Request for Quote"
- Increased revenue of the company by \$2M in various customers with various upsell strategies to customer

PREMIUM CONSULTANCY LTD**Assistant Project Analyst- Cum- Advisor- April 2004-March 2006**

- Interaction with clients, including Directors and Financial executives of companies for the purpose of data collection, analysis in order to aid decision making process

Education

Degree	Institute	Board/University	Percentage	Year
P.G.D.M.	Chetana's Institute of Management & Research	Mumbai	70.00	2012
B.Com	University of Mumbai	Mumbai	54.28	2010
H.S.C.	Bhavan's college	Maharashtra	60.83	2003
S.S.C.	Maneckji Cooper Education Trust	I.C.S.E	71.00	2001

Extra-Curricular Activities**Alumni Committee member (Head of sponsorship team)**

Pitched corporates for sponsorships to fund Alumni Meet, 2011 and raised a substantial amount. Also, was involved with getting big corporates enough visibility during the function so as to make them attend the function and strengthen their relationship with college.

Khandelwal Case Study Competition Committee member (public relations team)

Visited various colleges in order to invite them for the Khandelwal Case Study Competition which is a tradition going on since 25 years in Chetana's Institute of Management & Research.

Director of an adaptation of "The Merchant of Venice" for High Performance Leadership project

Was involved with the casting, dialogues, script, screenplay, public relations, acting and directing for a High Performance Leadership project

National Level Bronze Medal

Represented Maneckji Cooper Education Trust at Renshi Dr. R.V.T Mani Memorial All India Karate tournament held in Chennai, Black Belt in International Karate-do Goju-kai Association, India

District Level Basket Ball

Represented the junior college team for district level Basket Tournaments in Maharashtra.