

Vivek Rai

Email: rai.vivek.rai01@gmail.com

OBJECTIVE:

Looking for a rewarding career in the organization which I serve to make best use of the professional as well as personal skills to achieve mutual goals.

COMPANY: COMPASSITES: www.compositesinc.com

EXPERIENCE:

- Lead Sales Consultant- International
- February 2015- Present

PROFILE:

- Market Research.
- Database Management.
- Cold Call.
- Email Campaign.
- Lead generation.
- New Account Creation.
- Follow Ups.
- Key Account Management.

COMPANY: MAGNASOFT: www.magnasoft.com

EXPERIENCE:

- Business Development - International
- November 2011 – September 2014

Profile:

- Market Research
- Client Interaction
- E-Mail Campaign.
- Lead Generation
- Proposal Submission.
- Competitors Analysis.
- Exploring Business Opportunities
- Business Development
- Relationship Management

Vivek Rai

Email: rai.vivek.rai01@gmail.com

B. Executive- Presales

November 2011 – July 2012 (9 months)

Profile:

- Market Intelligence
- Generation of Tenders/ RFPs/ RFQs/ RFIs
- Technical and Sales Qualification
- Focused development of new go-to-market service offerings/ solutions
- Partners Alignment
- Bid Management.

JOB SUMMARY-MAGNASOFT:

- Involved in Pre Sales and Business Development activities for GIS and Partner alignment.
- Cold Calling, Lead Generation, Business Relationship and Revenue Generation for Middle East, Europe, U.S and Globe.
- BID Management - Coordinate with the concerned technical team to analyze, qualify/ disqualify and share with the concerned prospects to explore the business opportunities.
- Market Research to analyze the present/upcoming opportunities in the GIS Industry.
- Interact, Sharing fact sheet, Presentations and Marketing material with the prospective clients.
- Managing in-house Reports and Presentations.
- Work on Partnership building activities with other firms to explore the opportunities as a business partner.
- Continuous Interaction with the clients and maintaining client relationship in order to generate repetitive business.
- Handling the deputation of resources at client's place based on the project requirement.
- Strategic Marketing and Business Development.

Vivek Rai

Email: rai.vivek.rai01@gmail.com

ACHIEVEMENTS:

- Highest number of RFP submission with partner alignment.
- Confirmation and appraisal in 6 months' time.
- Achieve 97% target in 2014
- Two International client visits in 2014 and 2015

ACADEMIC:

SL.NO.	COURSE	INSTITUTION	YEAR OF PASSING	% OF MARKS
1.	M.B.A	REVA INSTITUTE OF SCIENCE & MANAGEMENT, BANGALORE	2011	66.75
2.	B.B.A	RAJARSHI SCHOOL OF MANAGEMENT &SCIENCE, VARANASI	2008	68.00

TECHNICAL SKILLS:

- Microsoft Office programs (Word, Excel, PowerPoint, Access).
- Internet access.
- Sales Force.
- RFP Bidding.

PARTICIPATION:

- Manojavam 2010 the national level management fest.
- Abhi-Spandana for Product launch and crisis management.
- Branding the Brands in Acharya.
- Inter college group discussion in Sheshadripuram College.

WORKSHOP:

- One day symposium on impact of information technology on management practices.
- Soft skill development classes conducted by college.
- One day workshop for branding the brands.

Vivek Rai

Email: rai.vivek.rai01@gmail.com

HOBBIES:

- Reading, learning new skills,
- Listening music,
- Chess, Table- Tennis, Badminton, Social Networking.

LANGUAGES KNOWN:

- Hindi and English

PERSONAL DETAILS:

Sex

: Male

Marital Status

: Single

Passport Number

: P2833761

Current Address

: 22nd main, 2nd Phase, near 24th Main Hotel
JP Nagar, Bangalore 560078 Karnataka.

Permanent Address

: Varanasi, Uttar Pradesh.

Mobile No

: +91 9611745518

E-Mail ID

: rai.vivek.rai01@gmail.com

Date of Birth

: 10th Jan 1987