

**Vivek Rai**

**Email:** [rai.vivek.rai01@gmail.com](mailto: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.compassitesinc.com](http://www.compassitesinc.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](http://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

**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.

**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.

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**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	: <a href="mailto:rai.vivek.raio1@gmail.com">rai.vivek.raio1@gmail.com</a>
Date of Birth	: 10th Jan 1987