

PROFESSIONAL EXPERIENCE

Overall 16+ years of experience in Sales Professional with proven expertise in driving IT services and solutions sales across digital transformation, cloud, automation, and managed services. Skilled in consultative selling, C-level engagement, and strategic account management,

AgreeYa Solutions Pvt Ltd Noida Aug 2023 – Till date

Assistant manager – Sales

AgreeYa Solutions is a leading global provider of software, solutions, and services to small, medium, and global Fortune 100 organizations across various industries.

- Acted as the primary point of contact for multiple clients, driving business and revenue through tailored client services and staffing solutions.
- Involve in generating leads, developing new client, proposal presentation & taking care of sales with focus on achieving predefined sales target and growth.
- Involve with delivery and pre-sales teams to design customized proposals that addressed client requirements and maximized business value.
- Achieving consistent revenue growth through consultative selling, strategic account management, and expansion within existing accounts.
- Utilized advanced HR planning and operational research to increase revenue, reduce costs, and improve talent retention, gaining a competitive advantage.
- Generated new business by penetrating both new and existing accounts in the IT software and staffing sectors.

Alethe Consulting Pvt. Ltd Noida June 2022 – April 2023

Senior Manager – Business development

Alethe Consulting is a Network security , cloud solution provider. The product include Fortinet , Microsoft 0365 , Managed services , Amazon web services.

- Involve in generating leads, developing new client, proposal presentation & taking care of sales with focus on achieving predefined sales target and growth.
- Meeting CIO, CTO , and IT department heads to discuss their requirement in detail and present solutions accordingly.
- Increase customer satisfaction through constant customer contacts and continual long-term relationships.
- Single point of contact with the customer.
- Negotiate with the customer on pricing , Commercial and delivery dates.

Cybernetics Computer Noida August 2019 – May 2022

Senior Manager Sales and Marketing

Cybernetics computer is a startup System Integration solution provider company having offices in Noida, Lucknowi. The product include UTM , End Point security , Cloud solutions, Microsoft license.

- Involve in generating leads, developing new client, proposal presentation and closure.
- Managing a team of 2 sales resource, guiding them and working closely with them to achieve their quoted numbers
- Working closely with the management on opening of new offices PAN India and hiring sales team.
- Weekly, Monthly review with the team in order to understand the sales achievement and discuss in detail on the further roadmap.
- Actively participate in discussing, probing and evaluating needs with Prospective customer from Enterprise Accounts and work upon preparation and submission of proposal, sales negotiation and closer of order, processing PO.
- Identify and prospect potential clients in major Accounts and engage the relationship in order to generate business on regular basis.

Quickheal Technologies Ltd

Delhi

March 2018 to June 2019 (Channel sales)

Quick Heal Technologies Ltd is an IT security solutions provider headquartered in Pune, India.

Senior Area Sales Manager

- In conjunction with the Marketing team, develop and assist with the execution of lead generation campaign for the purpose of Pipeline development.
- Create systems and procedure to streamline partner management.
- Create and analyze sales report, quantify channel partner pipeline and forecast, identify issues contributing to success or shortcomings and take corrective actions.
- Manage sales order and provide status to partners.
- Look to establish new relationship with other industry enterprise to determine if any alliance can be formed to generate additional sales opportunities.
- Managing partner in closing business - forecasting, sales planning and joint selling with the partner to drive revenue.
- Main point of contact for assigned existing channel partner.

VIS Networks Pvt. Ltd

Gurgaon, India

March 2014 to March 2018

Assistant Manager –Sales

VIS Networks supply, manage and Implement customer infrastructure using experienced manpower. They are into infrastructure services, Training and consulting. OEM Includes Avaya, NICE , Polycom , Juniper , Aspect

- Responsible for End to end IT Infrastructure business Management In Mid Market, SME's and Enterprises in Delhi/NCR.
- Customer-wise biz plan and strategy for existing key accounts.
- Managing IT Infrastructure business include Firewall , routing , switching etc and managed services.
- Good working relationship with Decision Makers/Sr. management/ CIO in Enterprise Accounts.
- Account planning in advance to pitch the required product.
- Assimilate key "pain points" of the vertical and learn to articulate the key value proposition and ROI.
- Customer Review meeting- end to end account status i.e., sales, SLAs, etc.
- To act as a Single Point of Contact to the customer.
- Discover Customer Requirements- viz. sizing, pain areas, etc. and build a strong business case with the help of Pre-Sales team.
- Understand competitive scenario viz. solution offered, price indications, strategy, etc.
- Share long term relationship with the CIO, Senior level interaction and account mapping across verticals.
- Arrange visit to Customer Studio for key decision makers for experiential demonstration of vertical solutions.
- Negotiate with the customer on pricing, commercial and delivery requirements.

ADODIS TECHNOLOGIES PVT.LTD

Bangalore, India

February 2013 to February 2014

Adodis Technologies is a web application, Mobile application, web Hosting service provider Company having presence in four countries.

As a Business development manager, the role involved managing team of sales representative (connected through dotted lines) who are responsible for the sale of different products, solutions & services to meet and exceed key business measurements and achieve their sales targets.

Manager- Business development

- Managing key accounts for Adodis solutions in the IT / ITES Domain from lead generation to overall service delivery management.
- An effective communicator with good relationship building and interpersonal skills.
- Adept at handling sales and marketing operations to stimulate sales growth and realize organizational objectives.
- Establishing new accounts by planning and organizing work schedule to call on existing sales prospects.
- Involved in end to end sales with domestic and International clients.
- In times serve to sales team enablement collaterals coordination pre sales effort, Leads, proposals, acquiring /assistance in new customer acquisition.

ISPG Technologies Pvt. Ltd

Bangalore India

August 2011 to January 2013

ISPG Technologies is a global web based product and services company. The company provide high end web and mobility solutions for its clients across the world.

Assistant Manager- Business development

- Involve in generating leads, developing new client, proposal presentation & taking care of sales with focus on achieving predefined sales target and growth.
- Capabilities in coordinating with internal/ external customers for running successful business operations and experience of implementing procedure and service standards for business excellence.
- Competent in implementing effective solutions to the customer needs with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business.
- Solution driven, customer centric professional with significant experience in handling aspect of service functions.
- Forecasting and planning monthly and quarterly sales targets and executing them in given time frame.

Ultimez Technology pvt. ltd

Bangalore India

August 2008 to July 2011

Ultimez Technology is a web development , Mobile application development company Business development Executive

I had the role and responsibility to generate business with local vendor, supplier, and print media.

- Involve in generating leads, meeting clients and gathering requirement.
- Part of team handled by Business manager.
- Engage target clients and obtain business requirements.
- Meeting middle level management.
- Follow up and closing the sales.

EDUCATIONAL QUALIFICATION

B.COM (Magadh University),

PROFESSIONAL QUALIFICATION

Master in Marketing Management (2006-08) from Pune University (Sinhgad Institute of Business management)

Personal Profile

Ambitious and energetic composed under pressure and get along very well with people at all levels, across teams

Date of Birth : 27/06/1984

Marital Status : Married Nationality : Indian