

# Vasuman Shastri

Current location: Mumbai, Maharashtra, India

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Date of birth: 01/07/1991

Languages known: Hindi, English, Marathi (Working knowledge)

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## Profile Summary

- Competent professional with over 3 and a half years of experience in Sales & Marketing and Business Development in IT Products / Services.
  - Skilled in managing business operations with focus on top-line & bottom-line performance; determining company's mission & strategic direction as conveyed through policies and corporate objectives
  - Exposure in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
  - Hands-on experience in marketing and selling OEMs in the Indian, North American and UK markets
  - Experience in identifying & developing new streams for long-term revenue growth and maintaining relationships with customers to achieve business and ensure territorial growth/development for increasing sales volumes
  - Skillful in organizing, interpreting and communicating market information / data to facilitate the decision making process of the top management
  - Proficient in identifying & networking with financially strong & reliable channel partners, resulting in deeper market penetration & reach
  - An effective communicator with strong analytical, problem-solving & organizational skills
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## Education:

Rajiv Gandhi Prodyogiki Vishwavidyalaya

Bachelor of Engineering (B.E.), Mechanical Engineering · (Batch of 2014)

6.15 CGPA

Madhya pradesh board of secondary education

High school certificate, Science Mathematics · (Batch of 2010)

69.2%

Central Board of Secondary Education

Secondary school certificate · (Batch of 2007)

64%

## Experience:

### **Future Focus Infotech Pvt. Ltd.**

Designation: Business Development Executive

April 2018 – Present (5 Months)

Mumbai Area, India

About the company:

Future Focus Infotech is an IT Services and Managed solutions company predominantly offering Resource. FFI is a 100% statutory compliant company with ISO 9001:2008 certification. FFI has successfully managed the careers of over 25,000 Consultants in the past 21 years. These Consultants fall under various IT Technical and Functional categories like MS Tech, ERP, CRM, Web Technologies, Open Systems, and Mainframes, etc. By virtue of being a niche-player in the IT Technical Consulting services business for more than a decade, we are able to attract & retain exceptional quality & volume of technical talent. FFI deals in contract / contract to hire IT staffing solutions.

My role:

As a Business development executive, my role is to approach to the target companies (IT industry/ manufacturing industry/Banking , finance, capital industry) and present our services before the project managers, HR professionals or the respective decision makers and become the SPOC for all the business requirements from infra resources to extreme niche skill software resources. As the SPOC, I have to analyze the performance of the candidates, escalations and developing more business from the same client.

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### **Apconic Software Pvt. Ltd.**

Designation: Assistant Manager Sales Marketing

February 2016 - December 2017 (1 year 11 months)

Hyderabad Area, India

About the company:

Apconic software Pvt. Ltd. a subsidiary of Arucom electronics Pvt. Ltd. is a software product company, Apconic provides turnkey solutions to manufacturing companies for tracking the vehicle movement, for that, they have developed multiple software products which integrates with hardware like RFID readers, boom barriers, traffic lights, IR sensors, electronic weighbridges, LED displays and provides logic based controls. They also have developed industrial grade GPS based fleet management solutions for manufacturing companies and logistic companies.

My role:

As an assistant manager sales, my job in the company was to approach the C level executives of the target companies (cement plants, power plants, ports, mines, pharma, FMCG and logistic companies), share the necessary details, acquire the exact requirements along with the problem statement and provide appropriate solution, following which the commercial negotiation, conversion and overview of the project implementation and payment follow-up.

Along with the above, I also was also responsible for providing field / remote support to the customers in case of emergency and at times was also an important part in the roll-out of the projects making use of the extensive training provided by the company.

While working with Apconic, I traveled 50+ industrial / commercial cities / towns and communicated with over 150 customers / prospects / leads.

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**India Infotech**

Designation: Business Development Executive

August 2014 - November 2015 (1 year 4 months)

Indore Area, India

India Infotech is one of the biggest web development and digital marketing companies in central India, they provide the services like web development, search engine optimization, social media optimization, search engine marketing, social media marketing, ads designing etc.

My job in the company was to acquire new clients using platforms like Upwork, Freelancer, people per hour, craigslist, LinkedIn and convert to high volume business.

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