

CURRICULUM VITAE

Vishveshwar S

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Brief Overview & Skillset

A Techno-Commercial professional around 7+ Years of Professional experience in working with **different teams wearing multiple hats in** development, Pre Sales, Sales & Management profiles. Direct reporting to management in all the companies

- Experience in Analysis, Design, Coding and Implementation of iPhone/iPad applications.
- Handling RFP's, RFI's proposal making & Handling Pre-sales Team.
- Sales - Outbound (lead generation, cold calling, client handling, Account creations) & Inbound (Lead handling, lead filtration, Account management, Proposal generation)

Employment Scan

February 2017 to till date with **Paperboy Online Pvt Ltd**, Bengaluru.

February 2016 to Feb 2017 with **Hashtaag Technologies Pvt Ltd**, Bengaluru.

Aug 2014 to February 2016 with **Sourcebits Technologies Pvt Ltd**, Bengaluru.

January 2014 to April 2014 with **IMS UAE, Dubai**

Sep 2011 to Aug 2014 with **FuGenX Technologies Pvt Ltd**, Bengaluru.

Roles & Responsibilities:

- Developer - IOS App development
 - Pre sales Manager - RFP, RFI, Proposal making, Technical assistance for sales team
 - Director - Inbound sales
 - Associate Director - Product handling
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As Associate Director @Paperboy

- 400+ vendor signups in 3 months
- Generated \$ 200,000 revenues through AdSales/Adslots
- Complete product strategy and handling of different teams

As Director-Sales @Hashtaag

As Director sales @ Hashtaag was part of the team since inception have been wearing multiple hats to drive revenues.

- New products on Tech aggregation and NFC based platforms with in-house team.
- Generated \$ **1m** funding for the company.

As Senior Sales Associate @ Sourcebits

- Signed & managed \$ **2m** accounts @ Sourcebits.
- Remotely supporting different teams based out of different geographies.

As Technical Analyst @ FuGenX

- **Positioned and established company as a full-service supplier** to drive sales revenues by translating customer needs to product solutions.
 - Increased **sales from \$ 50K to \$100K** during tenure @ FuGenX and grew account base from 80 to 125 accounts through new market penetration.
 - Drove annual sales from \$10K to \$1M in 6 Months
 - **Mentored new and existing Business Executives** on customer relationship management, solutions-selling strategies & advanced Mobility knowledge.
 - **First employee from FuGenX in Dubai** for sales to expand the business and sales office internationally.
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Education Scan

- **BE (EEE) from Bangalore Institute of Technology, Bangalore. VTU university**
- **10-12th from LVD college, Raichur, Karnataka**
- **1-10th from SRS high school, Raichur, Karnataka**

PERSONAL VITAE

Name: Vishveshwar.s

Age & Date of Birth: 13-01-1987

Passport Number : K3223685

Address: Vishveshwar.s, S/o S A Malipatil, #1081, 7th cross, 14th main road, BTM
1st stage, Bangalore – 560029

DECLARATION: I hereby declare that all the above-mentioned information is true
and correct to the best of my knowledge.

Date:

VISHVESHWAR.S
