Mahatma Gandhi Mission's
College of Engineering & Technology

SIES
RISE WITH EDUCATION
College of
Management
Studies

ACBSP
ACCREDITED
PGDM Programme

Pratik Prashant Jagtap
Bachelor of Engineering (Electronics & Telecommunications)
PGDM Full Time (Marketing)

CAREER OBJECTIVE

Seeking a challenging role in an IT company where I can sharpen as well as use my acquired skills, experience and education to the maximum.

PROFESSIONAL EXPERIENCE

Lauren Information Technology Pvt Ltd   *Feb'17- Present*
Key Account Manager (Cloud, Server, Storage, Backup soln, Hyper Converged soln, DR soln, Networking ,FMS, AMC business, Analytics solution, Portal solutions & Mailing Soln)
Experience in selling IBM/HPE,DellEmC/Lenovo/Fujitsu/VMware/Veritas products

- Key Account Management, Increase the wallet share from allocated Key Accounts.
- Fixing up meeting with CIO's ,CTO's, IT Heads for Lauren's MD & Chairman
- End to end co-ordination with end customers, Lauren presales & OEM account managers/Presales to close the deal
- Post sales co-ordination with delivery team, implementation team and end customer
- Payment follow ups
- Key Account : Piramal Group , Raymond, AllCargo ,Ddecor, IL&FS, Teva Actavis Pharma,Abbott, Indoco Remedies, Godrej & Boyce

Kalyx Infotech pvt ltd., Prabhadevi   *Jan'16- Feb'17*
Key Account Manager Wireless (Aruba) & HPE Servers , Storage, Thin Clients, Work Stations, Desktops, ,Laptops, MFP's , Networking Switches,FM services, AMC's

- Lead generation from existing customers and also generating new database by cold canvassing.
- Preparing & mailing proposals, proposal follow-up
- Executing the order after closure: get the material delivered at customer & arranging engineers for installations
- Payment follow ups

Network Techlab pvt ltd., Andheri   *Feb'15- Jan 16*
Executive -Business Development ,Enterprise Solution Group
(EMC, Aruba, Sonicwall, Alcatel Lucent)
- Lead Generation, Cold Callings , New Accounts acquisition

Blueharp technologies pvt ltd.,Mulund   *Aug'14- Jan 15*
Executive -Business Development ,Enterprise Solution Group
(Cisco,Avaya)
- Lead Generation, Cold Callings , New Accounts acquisition

EDUCATION

Year	Examination	Institution	Marks Obtained
2014	PGDM (**Marketing &Systems**)	SIES College of Management Studies	65.96%
2010	Bachelor of Engineering (**Electronics.&Telecom**.)	Mahatma Gandhi Mission's College of Engg. & Technology , Navi Mumbai	55.37%
2006	HSC (**Science**)	R.K Talreja College of Science	75.17%
2004	SSC	P.M.M Inner wheel School	79.33%

CORE COMPETENCIES

- Technical Skills : **CCNA trained** ,C, C++,HTML, CSS
- **Communication skills** both written & verbal
- Skillful in **presentation rendering.**
- Relationship building with the clients.

EXTRA CURRICULAR

- Won 3rd prize in intra college event AD-MADS '12 in SIESCOMS.
- Won 1st prize in Robotics competition Chrysalis 09 held under IEEE in MGMCET
- Won the 2nd prize in the Robotics competition in Fr. Agnels Engineering College Vashi.
- Worked as Technical joint head in Students Committee for 09-10.
- Event head for the event Robotics during inter-collegiate tech-fest IEEE Chrysalis '09
- Event head for the event Robo-Olympics during inter-collegiate tech-fest TECH-ARETE '10.
- Represented school cricket team in inter school cricket tournaments for 4 yrs

HOBBIES & INTERESTS

- Photography
- Driving
- Cricket

PERSONAL DETAILS

- **Date of Birth**   **:** 31 October, 1988
- **Marital Status**   **:** Married
- **Languages Known :** English Hindi, Marathi
- **Email id**   **:** pratikjagtap88@gmail.com
- **Contact No.**   **:** 9664364102
- **Address**   **:** A/32 Omnathprasad C.H.S, Shrikhandewadi, Dombivili (East)- 421201.

I certify that the information given above is true.

 (Signature)