

G. Suresh B.Sc.

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e-mail: mail2georgesuresh@gmail.com

Proactive, Dynamic and self motivated executive having 8+ years track record of surpassing orders within highly competitive markets. Exceptional communicator with a consultative approach, Account management skills, exceptional problem-solving abilities, and keen on client needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical business solutions. **Core professional competencies include:**

- Strategic Sales & Marketing Campaigns
- Prospecting & Lead Generation
- Executive Presentation & Negotiations
- Budgeting, Forecasting, & Planning
- Systematic analysis & Approach
- Key Account Acquisition & Retention
- Cross-Functional Leadership
- Project Management
- Customer Relationship Management
- Consultative approach- Retrospective Focus

Profile Summary

- Experienced as Business Development Manager, Business Analyst, Onsite and offshore Project Coordinator.
- Responsible for new business development and performance of all revenue activities
- Assisting BD Team in First level presentations, Scope Definition and Negotiation.
- Responsible for Scope and scope creep.
- Responsible for Project planning, scheduling and execution.
- Responsible for achieve the mile stones within the time frame
- Responsible for client satisfaction, account management, Project Success
- Experience with handling cross domain and multiple projects
- Develop relationships with C level executives to grow the business.
- Oversee partner and alliance activity
- Proficient in ERP, SCM and CRM
- Strong in Software Development Life Cycle (SDLC) and Project Life cycle.
- Elicit requirement using interviews and discussions.
- Responsible for preparing documents Business Requirement/ Functional Specification / SRS / GAP & Impact Analysis.
- Responsible for transferring the functionality of project to team
- Will act as a bridge between client and offshore development team
- Strong in MIS Reports and UAT
- Good track record both in Domestic and International market.

Domain Exposure

- Manufacturing
- HRMS & Payroll
- Retail
- Service Management
- POS & Billing
- BSFI – Securities
- Patent Processing
- Inventory and Warehouse Management
- Hospitality
- Educational Institutions
- GPS & Logistics
- Travels
- Shipping

Experience Summary

- Working as a Business Analyst in Maxval from Jan 2011.
- Worked as a Business Analyst in SNSS from July2010 to Jan 2011.
- Worked as a Consultant in Greenware from Sep2008 to July2010.
- Worked as a Business Analyst in Pricol Software Solution from July2007 to Aug2008
- Worked as a Business Analyst in ETP International Private Ltd from Apr 2007 to July 2007.
- 1 Year and 6 Months of Experience in Raintek Systems India (P) Ltd, India as System Analyst cum Project Coordinator from Nov 2005 to Apr 2007.
- 4 Years and 7 Months of Experience in Ideatec Software India (P) Ltd, India as a Business Development Manager Cum Business Analyst from Mar 2001 to Oct 2005
- 8 years and 2 Months of experience in A Team Computer Corporation as a Branch Manager cum Business Development Manager from Jan 1993 to Mar 2001

Education

- ❖ Bachelor of Computer Science (B.Sc.,) with **1st** Class
- ❖ Diploma in Mechanical Engineering (DME) with **1st** Class
- ❖ Computer Concepts Business Application with **1st** Class
- ❖ Undergoing – Master of Computer Science (M.Sc.,)

PERSONAL INFORMATION

Name	:	G Suresh
Father's Name and Occupation	:	S. George Jayasingh Asst. Account Officer. TNEB (Rtd.,)
Date of Birth	:	02-July-1973
Sex	:	Male
Address for Communication	:	1-C, Gopal Nagar Ondipudur, Coimbatore – 641 016
Religion	:	Christian
Nationality	:	Indian
Marital Status	:	Married
Languages Known	:	Tamil and English
Hobbies	:	Attending Church Meeting, Reading Spiritual Magazines, Traveling
Believes	:	Keeping Sabbath-day Holy. Jesus is the Christ
Passport Details	:	F2620026 Valid Upto 14/04/2015 Issued at Chennai
Experience	:	7 Yrs
Current CTC	:	INR 6,00,000 / Annum
Expected CTC	:	INR 9,00,000 / Annum
Notice Period	:	60 Days.
Willing to Re-locate	:	Yes