**ROHIT RAJAN**

**Contact info**

Email id: [rohit.rajan2012@gmail.com](mailto:rohit.rajan2012@gmail.com)

Phone: +971 56 6003631

Location: Dubai, U.A.E

**Summary**

I have 3 years experience in the field of marketing and sales, hence I possess excellent problem solving abilities, communication and networking skills. I am passionate, detail-oriented and have ability to work both independently and in a team environment to achive my targets.

**Work Experience**

**DISTILOGIX FZCO**  **Dubai**, July’17 – Present

A Value Added Distribution companyaiming to be a one-stop-shop of niche offerings for the IT solutions around Hyperconverged Infrastructure, VDI, Security and add on Virtualisation products along with helping build the next generation Software Defined Data Center.

**Business Development Manager**

* Strategically increased **growth** and **channel** business across Middle East and North Africa region, through effective **partnerships** and lucrative **incentive** based model.
* **Consistently** exceeded **revenue** goals by effectively managing the entire **sales** **cycle** from lead generation to **closing** complex sales through **phone**, **in-person**, and **web** based opportunities.
* **Trained** and **managed** 20+ sales representatives from at least 5 channel partners in each GCC country.
* **Solution** selling and giving presentations to all levels of decision makers, from Department Managers through to Managing Directors.
* Trained and lead the **telemarketing** team to generate concrete leads to be equally distributed among channel partners.

**SEEZ R Dubai**, Oct’15 – July ‘17

A $1.8 million seed funded mobile app start-up which is disrupting the automobile sector by infusing breakthrough technology of Car Recognition, AI and machine learning techniques to connect car buyers and sellers in the 21st century and beyond.

**Marketing & Sales Manager**

* **Identify**, **research** and **target** new car dealerships to pitch core value proposition of Seez app to their business.
* Enlisted and maintained **relations** with over 350 car dealers across U.A.E in a phased manner and regularly update the database with over 13,000 cars.
* **Consistently** achieved monthly revenue targets through multiple sources, as set by CEO and stakeholders.
* Built **competitor** analysisand **price** correctionreportson a weekly basis.

**ITC Infotech** Bangalore**, July 2011-2013**

A specialized global full service technology solutions provider and is engaged with 250+ global clients in over 35 countries having more than 10 IT development centres worldwide.

**Apple/iOS App Developer**

* **Key Architect and Team Lead** for the development of the Finnair and Landmark Group application (Shukran loyalty card app).
* **Design and build** advanced applications for the iOS from concept stage until delivery and post launch support.
* **Unit-test code** for robustness, including edge cases, usability, and general reliability and bug fixing.

**Internship & Projects**

**Al Safeer Group** Sharjah**, 1st June– 1st August’14**

**Retail Business Analyst**

* **Shelf space optimization** research conducted on the 5 major hypermarkets
* **Trend analysis** report on the bakery products.
* **Sales forecasting** on top 10 FMCG goods based on previous 3 years sales data.
* Basic understanding of **Big Data** concepts and **Hadoop** technology.

**Certificate Courses:**

* Professional Social Media Training – Middlesex University, U.K, 2017

**Educational Background**

Institute of Management Technology (IMT) Dubai, UAE

MBA, Major in Marketing and Sales, **3.4 / 4.0** 2015

PES Institute of Technology Bangalore, India

B.Eng, Specialzing in Electronics and Communication, **6.8 / 10** 2011

**Personal Details**

* Date of Birth 20th December 1989
* Nationality Indian
* Visa Status Employed
* Driving License Valid UAE Driving License
* Languages Known English, Hindi, Tamil, French (Read and Write)
* Technical skills **vTiger CRM**, **Tableau BI, MS-Excel, Social Media Marketing, MS-Word**