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### Career synopsis:

Handled National Role in Direct Sales & Solution Design, Channel Management with Hi-Touch sales exposure gained in over 15 years from Unified Communications (UC) solutions to Video-Collaborative (VC) & TelePresence solutions in **IT & Telecom Industry**.

Part of VC world journey since 2003 & actively involved in - transition of "Video Conferencing to Video Collaboration & Video enablement in workflow". Next billion dollar segment in Sector.

### Career Objective:

To passionately contribute in a fast paced Organization by beating the assigned numeric matrix's with new & Innovative conceptual solution in Education,Healthcare,Retail - business model In SaaS,UCaaS & On-prem offerings and nurture long term client relationships by consultative sales of **Green technology**.

Democratizing the way world usually use to,use Videoconferencing.

### Career Achievements:

- Being part of few Indian startup & early exposure to WebRTC for Video enablement.
- Strategy formation for launching new VC products & solutions to position in verticals by applications.
- Consistently vigilant for alliance formation to derive benefits for combined product mix in A/B Matrix
- Enterprise Video-Collaboration market across India grown by **4X** in **10** Quarters and initiated steps to focus on Government share in rev.pie with help of Channel Partners.
- Maintained large accounts like., IPI,MahaGenco,MSEDCL,DGS&D, Ministry of Comm., Ministry of Urban Development , MPD, Vodafone, Volkswagen, Bajaj Auto, Suzlon, Persistent, Bajaj Allianz, others with consistent repeat business up-sell & cross-sell opportunities.

### Professional Experience:

#### Peoplelink UCPL

**Designation: AVP. Strategic Initiative(September 2014-Till Date)**

- ✓ Currently handling entire WebRTC based Platform namely INSTA-VC and its applicable in various verticals like Education and Retail.
- ✓ Usually working along Sales and Development Team and Coordinating from Top to Down Concept to deliverable products.
- ✓ WebRTC being a revolutionary technology where applications can be developed around AV Engine as made possible to enable workflow with the video enablement , this platform itself is developing in its current phase and thus providing ample opportunities to work along diverse teams not just inside organization but also with outside partners and Large SI's.
- ✓ Recently bagged a SMART City Project in field of Education and Healthcare Platform for BBSR.
- ✓ Before a Stint at HO has worked as BU head for Maharashtra Region and during that period has acquired major Customers like Motilal Oswal , Mahagenco , Maharashtra Police Department and Dr.Batra.

#### Intellisys Technologies & Research Ltd

**Designation: National Manager-Products(April 2013-September 2014)**

## Curriculum Vitae

- ✓ **Consultant** role was to enable introduction/entry of Intellisys product into named accounts in Government, Security agencies, PSU's and Defense vertical.
- ✓ To find the right alliance partner(OEM) for up-selling and cross selling of whole video solution in an account.
- ✓ To leverage the unique product technology in accounts with large user base by making presentations Demos,KT sessions with C level.
- ✓ To sign up new channel partners with account/vertical focus and skim their strength in customer relationship with our new solution and converting them to sell Vennfer products.
- ✓ Develop and guide development team in bringing new technology customized solution upto customer set requirement and adding new features in vertical specific solutions.
- ✓ To find and evaluate global products and trends in technology for presentation to C level in Intellisys.

### VCON/Clearone Inc

#### Designation: Country Manager-Video(March 2011 to Jan 2013)

- ✓ Handling the Video conferencing operation for VCON aka Clearone BVO of M&A in entire India.
- ✓ To Sign up new partners in India region for increasing sales and presence in major accounts.
- ✓ To enable and train partner along with support of global team .
- ✓ To make entry into government nodal agencies for various large projects.
- ✓ To look after the existing channel partner and pushing the schemes so to increase VC pie in their total offerings.

**Intellisys Technologies & Research Ltd.** is into software based Video-Collaborative solutions with R&D facility in India that develops Multicast & Unicast software based VC solutions which are cost effective with lower bandwidth utilizations to target SME, Education Vertical, Telecom Service Providers for GTM & Government Organizations to enhance efficiency in decision making across dispersed Teams.

#### Designation: National Sales Manager (June 2009 till Feb 2011)

- ✓ Strategy formation & addressing client requirement coordinating with different teams ranging from presales, technical developers to post sales team.
- ✓ Account penetration for alliances and maintain "C level" contacts at government nodal agencies.NIC,DGS&D
- ✓ Lead channel and business development team for assigned accounts.MoUD,MoC,NSEZ.
- ✓ Weekly and monthly reviews of funnel and designing plan to activate presence in accounts.
- ✓ Assessing & recommend customization on product development for client requirement -creating acceptance of new products in user-mind.
- ✓ Managing the A-Z of concept to final production of solution for customers as well improvise our products and services ongoing basis-act as bridge to resolve issues timely & promptly.

**Polycom Inc.** is the global leader in TelePresence, Video & Voice Solutions & a visionary in Unified Collaborative Communications that empower people to connect & collaborate everywhere.

#### Designation: Territory Sales Manager (April 2008 until March 2009)

- ✓ Consistently achieved sales quota assigned for the territory & strategic accounts
- ✓ Jointly work with strategic SP Partners like Reliance, Comm., AirTel, TULIP, others for targeting LME & SME's with a GTM bundled solution.
- ✓ Relationship management of strategic & global accounts for up-sell & cross-sell
- ✓ Lead, motivate & train the sales & service teams of channel partners
- ✓ Review of channels managed to refresh funnels/pipeline on both sides on a weekly basis
- ✓ Maintain healthy ratio of business from Metros & Up-Country markets – 70% to 30%
- ✓ Major accounts handled are Tata Finance, Persistent Software, WNS, Bajaj Allianz, IEP,Suzlon

# Harmeet Chhabra

## Curriculum Vitae

- ✓ Verticals based marketing communications to create & open new markets.

**TANDBERG India(Part of Cisco):** From roots a Norwegian radio factory to a pioneer of videoconferencing technology, now among leader in communication industry. TANDBERG has many laurels in Video Communications that are later accepted as ITU-T industry standards.

**Designation: Key Account Manager (November 2006 to March 2008)**

- ✓ **Hi-Touch Account Management** for Top 20 Key Accounts and 5 Global Accounts ,With new accounts achievement and growing business from **200K USD to 1.6mn USD** in region.
- ✓ **Business development**, Consultative & Direct Solution Sales for opening large prospects
- ✓ **Designing solution strategies** to create new prospect accounts & also for retention global accounts
- ✓ **Up-Selling & Cross Selling** to global accounts to maintain and retain account health Like Vodafone, BMC Software, Volkswagen,ABG,Bajaj Auto.
- ✓ **KT sessions** for Channel Partners and for Strategic Accounts on a monthly basis
- ✓ **Hunting in Up-Country markets** of Maharashtra & MP to develop unexplored markets
- ✓ Coordination with Marketing Team for Verticals based MARCOM activities

## HCL INFOSYSTEMS Ltd:

Total Telecom solutions initiative subsidiary of the over USD 5 Billion, India's premier Information Technology HCL Group.

**Designation: Account Manager (From April 2003 to September 2006)**

- ✓ **Direct Sales and Direct Sales & -** from cold calling >suspect >prospect >winning business
- ✓ **Lead corporate sales team** for Pune territory from pre sales >sales >post sales functions
- ✓ **Creating new accounts** and successfully crafted & executed Rate Contracts from first time new customer acquisitions with an assurance plan to secure repeat business to limit competition
- ✓ **84 new** accounts were added to HCL's prestigious client list
- ✓ **Proactive approach in nurturing** Government business from - conceiving >concept >POC >specifications >pre-qual >tender >pre-bid >bidding >awarding stages
- ✓ **Coordination with Customer Support** Team for timely resolution of challenges. Identifying areas of cross-selling and up-selling of not only Products but also for Services & Resident Engineers
- ✓ **Solutions being marketed** were from Principal Partners like Ericsson, Tandberg, Aethra, Coral Telecom and Compunetix.

## Academics:

- ✓ Post Graduate Diploma in Telecom Management (PGDTM) with specialization in Telecom Marketing & Strategy from **SYMBIOSIS INSTITUTE OF TELECOM MANAGEMENT, PUNE. (2001 – 2003)**
- ✓ Bachelor of Business Management from D.A.V.V University, Indore. (1996 – 1999)

## Hobbies & Other Interests:

- ✓ Passion for traveling & meeting people to understand different demographic dynamics globally
- ✓ Love for riding bikes that are atleast >350 cc & drive across the country mountains in the wilderness for weeks & weeks

## Personal Information:

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