

RAVIKIRAN KAUSHIK

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Vice President Sales

Aggressive Strategy ► Targeted Tactics ► Operational Excellence

Proactive, forward-thinking business and operations executive with more than 15 years' experience driving enterprise sales while leveraging high-performance teams committed to exceeding targets and establishing credibility with clients.

Track record of capturing phenomenal sales growth by formulating & implementing new strategies. Delivers exceptional results by identifying, qualifying potential opportunities/leads and offering customers the right product through customised solutions. Develops, executes strategies to win, from relationship building strategies to negotiating and closing the sale. Unsurpassed commitment to quality and professionalism that directly impacts company image and customer loyalty.

Business Strategy And Process Reengineering • Business Growth • Innovation Vendor Management • Stakeholder Management • Cross Functional and Cultural Team Management • Hiring and mentoring

SELECTED BENCHMARK PERFORMANCES

- **Successfully acquired one of the World's largest EPC Company as a client** by leading an initiative for business development.
- **Introduced new service offerings in adjacent market segments** like Mechanical, Bridge Detailing, PEB.
- **Transformed from a service based selling to a solution and business model** based selling like FTE, PPP Model.
- **Enhanced productivity of the teams and strengthened delivery units** in terms of quality and meeting delivery dates.

EXECUTIVE CAREER SYNOPSIS & HIGHLIGHTS

DGS TECHNICAL SERVICES | Jan 2013-Present

**Engineering Services company
Manager Business Development**

Reporting to: VP Technical | Team Size: 9 | Sales Targets: \$6 Million

Role: Assumed full control of the business development/ sales cycle; built relationships between customer, sales force, and top management by listening attentively, focusing on mutual goals and unearthing opportunities for organic growth.

- **Managed strategic accounts >\$500k and ignited unprecedented sales growth**, bringing in 100+ clients with 25% YOY growth (\$4 Million-\$ 12 Million).
- **Secured customers in structural detailing** expanding to FTE, Mechanical and PPP.
- **Seamlessly executed Project Pacific City of Fabricator (ConXtech)**; appreciated by client for slashing cost with superfast construction thus reducing the erection time to an all-time low.
- **Improved customer communication with regular meetings, feedbacks** and project timelines that helped secure marquee projects from clients, improve invoicing, meet sales targets and generate higher revenue per seat.
- **Outsourced smaller projects to focus team efforts** on large projects, that improved productivity and profitability by 22% as against the 30% profit set by the management

INTEGRATED TRAINING & SERVICES | Sep 2009-Aug 2012

**General Aviation Company
Safety Pilot/ Flight Instructor/ Ground Instructor**

Reporting to: Chief Flying Instructor

Role: Trained and developed future pilots for airlines. Instructed and taught pilots' in-flight procedures and techniques in flight training along with Aircraft performance, Navigation, Flight Planning, Meteorology Theory and Practical ground school courses. Flew and taught on complex aircraft. (Aircraft flown - SE: TB – 10, ME: PA – 34)

INDIAN AIRLINES | Nov 1999-Oct 2009

Leading Airline Carrier

Senior Accounts Assistant

Reporting to: Manager Finance/ General Manager

Role: Joined as accounts assistant in Hyderabad then as Station Account - Vishakhapatnam and later promoted to manage air ticketing and cargo at Hyderabad Airport and Main Booking Office (MBO).

- **Took on the responsibilities of automation of Cargo ticketing and Daily Sales Revenue** in Passenger Ticketing that reduced the overtime by 60%

EDUCATION & PROFESSIONAL DEVELOPMENT

- **B.Sc Electronics** | Andhra University | 2001
- **GNIIT Program** | NIIT | 2000
- **Commercial Pilots License** | DCA Malaysia & DGCA India | 2010 & 2012