

T. V. S. Ravi Kumar

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8-4-121, Old Bowenpally,

Near Govt. School, Secunderabad

Telangana State. INDIA. PIN: 500011.

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SKILLS SUMMARY A total of 27+ years of experience in IT field in which 17 Years in the service sales and maintenance operations and nearly 10 years of Sales experience in the field of IT infrastructure solutions and services. Skilled in acquiring new customers, developing and retaining named and focused customers & Managing teams of various sizes. Solid experience in developing programs to introduce new services and solutions of the company thru direct and indirect business model. Proficient in delivering solutions and services for both Government & Corporate verticals.

Key Skills & Experience

Sales Skills

- IT hardware and Networking
- Knowledge of almost all the OEM Products
- Pitching and specking the products.
- Providing Solutions to Customer.
- Manual & Online tender bidding.

Employment History

Organisation: M/s. Accel IT Services a division of Accel Limited

DURATION	: JULY 2021 TO TILL
ROLE	: SENIOR SALES MANAGER – GOVT. BUSINESS & CORPORATE
URL	: www.accelits.com

Description and Work Profile

Working as Senior Sales Manager – Govt. Business & Corporate with Accel IT Services core business IT Infrastructure Management, Cloud Management Solutions, IT Security Consulting, Digital Transformation

- Account Management with regular follow up's with customers for their IMS requirements.
- Engaging with Government customers by explaining them about the FMS & AMC in their budget.
- Synchronizing and updating to the concerned OEM's regularly basis for exclusive support on the projects.
- Attending the training with OEM's to have latest product knowledge through online training programs of OEM's

- Specking the product with the help of OEM and winning the bids.
- Preparation of bids for tenders which might be an online or manual.
- Handling the projects from sales to execution.
- Helping out the finance team for collection of payments.

Organisation: M/s. Skylark Information Technologies Pvt. Ltd., iLabs, Hyderabad

DURATION : SEPTEMBER 2019 TO AUGUST 2020
 ROLE : SENIOR ACCOUNTS MANAGER – GOVT. BUSINESS
 URL : www.skylarkinfo.com

Description and Work Profile

Working as Senior Sales Manager – Govt. Business with a team of 5 members for System Integrator Skylark Information Technologies Pvt. Ltd., partner for networking, surveillance and video conferencing and Biometric solutions of HP, FORTIGATE, SONICWALL, POLYCOMM, PEOPLELINK, HIKVISION, HONEYWELL and FORTUNA.

Supporting the team with strategies towards handling of existing and new clientele.

- Having periodic Reviews with team for current Pipeline and upcoming deals and help them close deals and meet the company targets.
- Equipping the team with OEM's training to have latest product knowledge.
- Synchronizing and updating to the concerned OEM's on regular basis for exclusive support on the projects.
- Supporting the team to handle the projects from sales to execution.
- Supporting the Finance team towards payments collections.

Key Achievements in major projects

- TSTS – Telangana Commercial Tax Department worked POC for SDWAN solutions
- TS ITE&C – People Link Video Conferencing Solutions throughout the 31 districts of Telangana at Collector Offices
- MCRHRD – LCD Projectors and Networking

Organisation: M/s. Sunnet Solutions Pvt. Ltd. Hill Fort Road, Saifabad, Hyderabad

DURATION : SEPTEMBER 2016 TO AUGUST 2019
 ROLE : SENIOR SALES MANAGER – GOVT. BUSINESS
 URL : www.sunnet.com

Description and Work Profile

Working as Senior Sales Manager – Govt. Business with a team of 2 members for System Integrator Sunnet Solutions Pvt. Ltd., partner for networking, surveillance and video conferencing and Biometric solutions of HP, CISCO, RUCKUS, FORTIGATE, SONICWALL, POLYCOMM, PEOPLELINK, HIKVISION, HONEYWELL and FORTUNA.

Supporting the team with strategies towards handling of existing and new clientele.

- Having periodic Reviews with team for current Pipeline and upcoming deals and help them close deals and meet the company targets.
- Equipping the team with OEM's training to have latest product knowledge.
- Synchronizing and updating to the concerned OEM's on regular basis for exclusive support on the projects.
- Supporting the team to handle the projects from sales to execution.
- Supporting the Finance team towards payments collections.

Key Achievements in major projects

- TSTS – Telangana Commercial Tax Department state wide LAN and WAN Project
- TS GENCO – AEBAAS Biometric Attendance Solution throughout all divisions.
- TS ITE&C – People Link Video Conferencing Solutions throughout the 31 districts of Telangana at Collector Offices
- MCRHRD - People Link Video Conferencing Solutions throughout all districts of Telangana
- BSNL- Maintenance of TS SWAN Links throughout all the districts.
- BSNL- Maintenance of District Central Co-operative Banks of all the districts

Organisation: Cache Peripherals Pvt. Ltd., Begumpet Main Road, Hyderabad.

DURATION	: November 1992 - August 2016
ROLE	: 1992 to 2012 IT Services and 2013 to 2016 Marketing IT products
URL	: www.cacheperipherals.com

Description and Work Profile

Started as Field Service Engineer and gradually grown as Senior Sales Manager for Services Sales (AMC) and career growth shifted from Service Sales to IT Sales and started focus on Business Development for government vertical -- premier business partner of Hewlett Packard India Sales Pvt Ltd., (HP).

- Account Management with regular follow up's with customers for their requirements.
- Engaging with Government customers by explaining them about the latest upgrades in the technology and pitching the right product which is suitable for their requirement in their budget.

- Synchronizing and updating to the concerned OEM's regularly basis for exclusive support on the projects.
- Attending the training with OEM's to have latest product knowledge through online training programs of OEM's
- Specking the product with the help of OEM and winning the bids.
- Preparation of bids for tenders which might be an online or manual.
- Handling the projects from sales to execution.
- Helping out the finance team for collection of payments.

Key Achievements in major projects

- Indoor Wi-Fi implementation of all the blocks of Secretariats of Telangana & A.P
 - Dr. MCRHRD IAP implementation of Wireless Campus.
 - APSWREIS 34 Schools Networking Solution in all districts of Telangana & A.P
 - Commissioner of Civil Supplies Networking Solution.
 - Chief Commissionerate of Land Administration PC's, Peripherals and Networking Solution.
 - APCOB District Co-operative Banks hardware implementation for all 23 districts of Andhra Pradesh for Core Banking Services.
 - Government of Andhra Pradesh E-District project with to support back to back on Printing hardware to Shell Network & Solutions Ltd.,,
 - Government of Andhra Pradesh Rajiv Vidhya Mission Schools with back to back support to system integrator Tera Software Ltd.,
 - AP State Road Transport Authority implementation of networking hardware connectivity to all the 23 districts of Andhra Pradesh.
 - Commercial Taxes Dept complete Hardware, Networking and UPS power connectivity with latest technology.
 - APSRAC: Storage solution for AP State Remote Sensing Application Center.
 - Animal Husbandry: implementation of IT Hardware for all 23 Districts.
 - AP Tourism Development Corporation Ltd implementation of IT Hardware for all 23 Districts.
 - Educational and Professional Development
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2005-2007: Post Graduation in Master of Business Administration with specialization in Finance and Marketing from IGNOU University, Andhra Pradesh. Only Distension studies no certificate.

As part of my Master's Degree I have successfully completed my project in "Portfolio Management and Decision Making Analysis" at Hyderabad Stock Exchange, Andhra Pradesh.

2001-2003: Graduation in B.com (Computers) from IGNOU University, Andhra Pradesh Only Distension studies no certificate.

1992-1993: Hardware Training Diploma course from BDPS Institute

1988-1990: Intermediate in C.E.C from Jyoti Inter College Moti Katra Agra, Board of Higher Secondary Education, Delhi

1987-1988: Secondary School in Jyoti Inter College Moti Katra Agra, Board of Higher Secondary Education, Delhi.

Personnel Information

DATE OF BIRTH	: 31 st January 1972.
MARITAL STATUS	: MARRIED & Two Daughters.
LANGUAGES KNOWN	: TAMIL, ENGLISH, HINDI AND TELUGU.
PERSONAL INTERESTS	: NEWS, CRICKET & LISTENING MUSIC
STRENGTH	: SINCERE, HARDWORKING AND FLEXIBLE.

References

01. Muthukumaran – Polycomm India
02. Shakthikanth & Harmeet Chobra –People Link.
03. Swaroop Merugu – HP Enterprise

(RAVI KUMAR TVS)

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