

# SANGRAM KUMAR

## SWAIN



## CONTACT

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## PROFILE SUMMARY

Management Professional with 12+ years of experience in managing Channel Partner's & Corporate companies, small scale businesses with strong focus on sales and customer relationships.

### Achieved great exposure in all India Market

Conceptually sound and business savvy professional, specializing in Business Development, Account Management of National Key Customers Channel Sales Management, Client Engagements, Customer Success.

Strength in Decision Making and interpersonal relations skills. Equally effective at Channel's, corporate relationship building and team leadership.

Ability to plan, organizes, coordinate and direct the work. Communicate ideas clearly and effectively both verbally and in writing.

### Successfully handled

Large Strategic corporate Accounts

Business assignment for Sharp, Jabra, EPSON, Samsung, Hogar and Pert products since 2009.

An effective communicator with excellent relationship, management skills and strong analytical, problem solving and organizational abilities.

## CURRENT PROFILE

### PERT INFO-CONSULTING PVT. LTD.

- **Company profile:** Pert is an IOT company working on next generation technologies. Pert products are Manufactured in Pert Manufacturing facility in Hyderabad. Pert even the manufacturer and supplier of many IOT devices in the market.
- **Location:** Based in Hyderabad (India Sales)
- **Designation:** **Vice President Sales**
- **Job profile:**
  - Develop strategies relating to the company's market, products, services, and sales goals.
  - Work with executives to determine and execute sales plans to meet organizational needs.
  - Perform day-to-day oversight and management of the sales team.
  - Set and manage sales department budgets.
  - Track, analyse and present sales metrics to senior leadership.
  - Facilitate current client relationships and work to grow new ones.
  - Analyse market trends and plan sales strategies accordingly
- **Duration:** Apr 2021 to till now.

## **EXPERIENCE**

### **HOGAR CONTROLS INDIA PVT. LTD.**

- **Company profile:** Hogar Controls Inc - an American company founded in Virginia, is Fully Funded and Privately Held - produces, markets and distributes high-end Smart Home Devices for small, medium and large residential projects.
- **Location:** Based in Hyderabad (Andhra Pradesh, Telangana, Madhya Pradesh, Chhattisgarh, Odisha, Tamil Nadu)
- **Designation:** Zonal Sales Manager
- **Job profile:**
  - Brand and business development of Hogar Controls
  - Develop Sales and business.
  - Business strategy development and Market Penetration of Hogar Brand
  - Training, developing a successful team to enlarge and increase the business.
- **Duration:** Jan 2019 to Mar 2021.

### **ACTIS TECHNOLOGIES PVT LTD**

- **Company profile:** Actis Technologies Private Limited (www.actis.co.in) Actis is the no. 1 audio visual and environment control solutions company in India.
- **Location:** Based in Hyderabad (Andhra Pradesh, Telangana, Karnataka, Kerala, Chhattisgarh, Odisha)
- **Designation:** Manager-Channel Sales
- **Job profile:**
  - Products Handled – Epson Projectors, Vivitek projectors, Samsung Displays, Lutron, Crestron, Sony PTZ Cameras and Dlink IP Cameras.
  - Develop Channel partners.
  - Verify Credit worthiness of Channel partners.
  - Needs analysis for Customer's requirements.
  - Training, developing a successful team to enlarge and increase the business.
- **Duration:** July 2015 to Jan 2019.

### **INNOVA TELECOM PVT. LTD.**

- **Company profile:** INNOVA (An ISO 9001:2008 Company) is the National Distributor, After Market Services & Technical Support Partner for GN Netcom's Jabra Brand of Hands-free Audio End Point Solutions.
- **Designation:** Business Development Manager.
- **Location:** Andhra Pradesh and Telangana
- **Job profile:**
  - Responsible for partner engagement and business development.
  - Research competitors and uncover new Institutions for opportunity.
  - Formulation of strategies for up-selling / cross selling, to increase the revenue per account.
  - Preparing and maintaining master report of entire activities.
  - Training, developing a successful team to enlarge and increase the business.
  - Provided consultative sales solutions.
- **Duration:** Dec 2013 to June 2015.

## **ACHIEVEMENTS**



### **Growth**

Increased Annual Revenues by 400% in the responsible Zones



### **Development**

Increased the activation Rate by 4 Times by updating the onboarding



### **Success**

Training, developing a successful team to enlarge and increased the business.

## **STRENGTHS**



### **Advisor**

Practical concrete thinker



### **Stimulator**

Host of other people's emotions



### **Teacher**

Looks to unleash people's potential

## CORE PROFECIENCIES

- Strategic Market positioning
- Solution selling
- Customer service
- Accont Management
- Business Development
- Contract Negotiation
- Brand Promotion
- High Impact Sales
- Training and Development
- Relationship Building

## LANGUAGES

### ENGLISH

Advanced

### HINDI

Advanced

### ODIYA

Advanced

### BENGALI

Entry Level

### TELUGU

Entry Level

## OMEGA TECHNOLOGIES- PHASE2

- **Company profile:** OMEGA TECHNOLOGIES is Hyderabad based IT and AV Solutions Company deals with IT& AV hardware and peripherals.
- **Designation:** Sales Manager
- **Location:** Hyderabad
- **Job profile:**
  - Responsible for Handling business, all marketing aspects and sales aspects.
  - Looking after distribution
  - Leverage the selected partners to maximize the revenue and opportunities
  - Maintaining and expanding relationships with existing partners.
  - Work closely with local vendor teams in driving the objectives.
  - Plan and implement higher channel engagement initiatives.
- **Duration:** Nov 2012 to Dec 2013.

## SHARP BUSINESS SYSTEMS INDIA LIMITED

- **Company name:** SHARP BUSINESS SYSTEMS INDIA LIMITED.
- **Company profile:** Sharp Business Systems (India) Limited is already amongst top brands for Digital Multifunction Products Multi-media Projectors & LCD Display Solutions among other products.
- **Designation:** Territory Manager
- **Location:** Hyderabad
- **Job profile:**
  - Responsible for business development, all marketing aspects and sales aspects.
  - Research competitors and uncover new channels and corporate for opportunity.
  - Prepare and send information packages to integrators and dealers as well as the corporate.
  - Supervise the marketing/sales activities by representatives.
  - Developed sales training to promote and increase sales and market share.
  - Provided consultative sales solutions to End User Accounts and Channel Partners.
- **Duration:** Dec 2010 to Sep 2012.

## OMEGA TECHNOLOGIES- PHASE1

- **Company name:** OMEGA TECHNOLOGIES.
- **Company profile:** OMEGA TECHNOLOGIES is Hyderabad based IT and AV Solutions Company deals with IT& AV hardware and peripherals.
- **Designation:** Sales Manager
- **Location:** Hyderabad
- **Job profile:**
  - Responsible for Handling business, all marketing aspects and sales aspects.
  - Looking after distribution
  - Leverage the selected partners to maximize the revenue and opportunities
  - Maintaining and expanding relationships with existing partners.
  - Work closely with local vendor teams in driving the objectives.
  - Plan and implement higher channel engagement initiatives.
- **Duration:** Apr 2009 to Dec 2010.



## EDUCATIONAL QUALIFICATION

Qualification	Board/University	Year
MBA (Marketing)	ICFAI University	2008-2010
B.A	Berhampur University	2005-2008
+2 (Science)	CHSE board, BBSR, Odisha	2002-2004
10th	HSC Board, Odisha.	2002

## TECHNICAL QUALIFICATION

- ADCHNT Advance diploma in computer hardware, networking & Technology (from TCIL-IT)

## SPECIAL INTEREST:

- Art and crafts design.
- Writing dramas and plays
- Music
- Traveling

Date:

Place: Hyderabad



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