

EXECUTIVE SUMMARY

Management & Law Graduate with more than 14 years of experience in handling different facets of Sales & Marketing activities primarily focusing services related Technical Consulting and IT Infrastructure Management for Industrial and Infrastructure Sector. Expertise in Key Accounts Management, Business Planning and Strategy, Project Budgeting, Strategic Alliances and Partnerships, Marketing & Networking, Commercials and Corporate Communication Handled Leadership role eventually evolving into future business head;

CORE STRENGTHS

- Key Account Management, Business Networking, Commercials, Strategic Planning, Change Management, Project Coordination and Budgeting
- Handling End to End sales cycle , starting from Lead Generation and creation of Prospects, preparation and submission of RFQ/RFP, Contract Negotiations , Project Monitoring, Invoicing and CRM activities
- Industrial Exposure- Oil & Gas, Power, Water, Pharma, Real Estate, FMCG, Steel & Metals and other Manufacturing sectors
- Technical Alliances and Joint Ventures to undertake Business Development in new verticals and geographies
- Partnership Management which includes working with Channel Partners to develop business and contract management.

Geographies & Markets Covered

- In India – Major Central, State PSUs and Private Companies
- In Middle East – UAE, Oman, Kuwait, Qatar, Bahrain
- In South East Asia – Malaysia , Sri Lanka, Thailand, Singapore
- In Africa- Uganda, Kenya, Tanzania, Zambia, Nigeria, Ghana,
- In Europe – Croatia, Italy, Belgium, Norway

PROFESSIONAL SUMMARY

FOX Solutions Pvt Ltd. (Solution Partner- Siemens), Hyderabad, (Jan2018 – Present) as Manager- Sales & Marketing

- Working as Regional Business Manager- India and APAC for Siemens Products.
- Services related to Data Analytics, Cloud Computing & Data Warehousing, Internet of things (IoT), Plant Engineering and Automation
- Focusing on Oil & Gas, Petrochemicals, Pharma and Metals Industry

Individual Achievements

- Bagged Sizeable Projects in major corporations like HMEL, Sanofi, Kirloskar, Thermax, BASF, Granuals, Novartis
- Bagged projects in Govt PSUs BPCL, HPCL, IOCL, MRPL
- Business Alliances with Contractors like L&T ,Linde, Jacobs, Worley
- Technical Alliances with Tata Consultancy, Bentley Systems for ERP and Application based solutions

NAPESCO INDIA (NAPESCO International Co, Kuwait), Chennai, (Oct 2016 – Dec 2017) as Team Leader-Business Development

- Services of Industrial and Project based Risk Management activities, Technical Consulting and trainings
- Promoting business for Associated Principal Partners in Parent Company in the India & EMEA Region
- Focusing on Industrial and Energy Sector

Individual Achievements

- Bagged Major Plant Engineering Project in HPCL Vizag Refinery for US\$ 1.2 MN
- Bagged orders in Airtel Indus towers, TUV SUD, Adventz
- Strategic Alliances with Aveva (Schneider), Tech Mahindra for Special Applications like Energy Management

CGC Converse Technologies Pvt Ltd (Mekdam Qatar), Hyderabad, (July 2014 – Oct 2016) as AGM- Business Development

- Services of CCTV Surveillance Industrial Risk Management, Data Warehousing, Audio Visual, ICT, O&M services, Electronics and Mobile Telephony domains

Individual Achievements

- Bagged Projects in Major corporations like Reliance, Afcons, Jacobs, ONGC, Oryx GTL, Al-ghanim Industries, Al-Ashaya Group
- Project Management for Metadata Integration Project for Ras Gas, Qatar
- Technical Alliances with Bentley Software Solutions for Special Applications

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- Strategic Alliance with Philips Healthcare for Special Applications related to Building Automation

Shriram EPC Limited, Delhi/Chennai, (Aug 2012 – June 2014) as Manager- Business Development

- Tendering & Business Development for Construction Projects in Govt./Private sector. in India and EMEA Region
- Forming & Managing International Partners for various geographies in global market
- Strategic Alliances/Joint Ventures for new projects

Individual Achievements

- Creating Business of developing markets of Africa through Channel Partners
- Strategic Alliances with Majors Gulf Companies for Infra projects with Profit sharing basis

Megha Engineering Limited (MEIL), Delhi, (Aug 2010 – July 2012) as Sr. Executive- Sales & Marketing

- Business Development for Construction Projects in India and EMEA Region
- Corporate Affairs & Public Relations activities
- International Funding Arrangements for Upcoming projects

Individual Achievements

- Funding Arrangements for Sri Lanka Water Supply Projects through EXIM Bank, India on Buyer's Credit

Pawan Hans Limited (PHL), A Govt of India Enterprise, Delhi, (Mar 2008 – July 2010) as Officer- New Projects

- Identification of New Projects, conducting feasibility studies & presentation to Appropriate Authorities
- Public Relations activities with various Govt. Bodies
- Managing Customer Agreements for Helicopter Hiring Services

Individual Achievements

- Developed the Feasibility Report of Rohini Heliport Delhi, the first Heliport in India
- New Agreements with Border Roads Organization, ONGC for Helicopter Hiring Services

EDUCATION

- Master in Business Administration ,IILM Graduate School of Management, New Delhi, 2006 - 2008
- Bachelor in Laws (LLB), CCS University, 2011
- Bachelor of Commerce, CSJM University, Kanpur, 2006

Other Courses

- Quality Management Course for Quality Council of India
- Corporate Finesse Course for Warrick Finishing School , India

Languages

- English, Hindi, French (Conversational Beginner)