

**RAHUL DAS**

**Mob: +919885808699**

**Email:Rahul.rishit2012@gmail.com**

## OBJECTIVE

Career enhancement in business development, Client Acquisition and relationship management with a growth oriented organization.

## PROFESSIONAL SYNOPSIS

A result oriented sales professional with experience of **8+ Years** in managing **Business Development functions** encompassing **Inside Sales, Talent Acquisition, Client Relationship Management and Team Management**. Expertise in increasing sales revenues of the organization, **exceeding targeted sales goals**, developing profitable and **productive business relationships**, **maintaining coordination with the decision-makers, building an extensive client base and** market development

## PROFICIENCY MATRIX

<b>Talent Acquisition</b>
<b>Business Development – Enterprise.</b>
<b>Market Development &amp; Expansion</b>
<b>Client Relationship Management</b>
<b>Team Management</b>

**Talent Acquisition:** Able to deal with high recruitment volumes as well as more specialist vacancies, managing multiple vacancies at any time across a variety of disciplines.

- **Business Development:** Identifying prospective clients as well as generating business from new accounts & developing them to achieve consistent profitability.

- **Market Development & Expansion:** Identifying market opportunities, developing business cases and offering successful products/services.

- **Client Relationship Management:** Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.

- **Team Management:** Monitoring, recruiting, training & motivating the manpower & ensuring quality deliverables in the market. Providing direction to the team for ensuring optimum performance and enhancing their professional and soft skills.

## CAREER PROGRESSION

**Asst Manager, Inside Sales – Middle East, South East Asia & India**

**Aug'15- Present**

**CtrlS Datacenter Ltd (Cloud4c)**

- Developing and Executing Business Improvement strategies with key focus on Revenue Quota, Solution Selling, Collections, Business Improvement and Customer Satisfaction.
- New Sales Acquisition, map potential sectors & convert sales to achieve targets.
- Maintain excellent relationships with Customers.
- Leading team of Account Managers, working closely to understand KRA's and KPI's, designing path, ensuring overall performance of Individual and Process
- Use CRM tools to multiply efforts and have a clear visibility over pipeline
- Consulting/Account Planning with C-Level Executives of Premium Accounts from various verticals, creating Tactical & Strategic Business Partnerships with the Key Objective of Generating Enquiries, Requirements and Closures in coordination with Solution Architect, Program Manager and CRM.
- Providing latest Data Center Solutions like CtrlS Cloud, Tier 4 Data Center Services, SAP HANA Hosting, IaaS (Infrastructure as a Service) DRaaS (Disaster Recovery as a Service), SaaS (Software as a Service), BCRS (Business Continuity and Resiliency Services), RIM (Remote Infrastructure Management) Services with the best Uptime SLA's and security in Asia's Largest Tier-IV Data Center.
- Providing Effective Program Management and Presales Advisory Support to the customer  
Coordinating with Marketing Team for Promotion via Marketing Collaterals, Event Management Profiling & Lead Generation
- Acquiring Talent as per requirement in the division

**Sr. Key Account Manager, Inside Sales - Middle East, South East Asia & India**

**Monster.com, Hyderabad**

**Nov'13 – Jul'15**

- Driving business growth through identification & penetration of company in the territory for attainment of targets with a view to optimize revenue.
- Maintaining excellent relations with existing clients to generate avenues for additional business; ensuring processes within the "steps-of-sale" managed effectively and efficiently.
- Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.
- Defining the market penetration strategy and implementing the action-plan for business objective realization

**Business Development Manager - AP & Telengana**

**July'12- Oct'13**

**Escon International**

- Meeting with clients to discuss their requests
- Selling Industrial related products.
- Coordinating with the Purchase team & Decision Makers
- Follow up with the Finance & Account department on payment collection.
- Achieved & Exceed the Sales Target Month on Month

- Generating sales for career services like resume writing, express resume, etc.
- Tapping new customers from existing databases and offering Career Services.
- Interacting with potential customers and addressing telephonic queries
- Maintaining the database of generated leads.
- Preparing daily activity reports.
- Achieve standard setting lead generation performance.
- Key metrics will be the number of leads and appointments with prospects in India.
- Selling the resume packages to the job seekers over the phone through cold calling.
- Training new joiners to the team.
- Payments follow up with Customers and Banks by phone, fax, e-mail etc.
- Manage the reporting across goals/objectives and new initiatives.
- Ensure strong process adherence across the entire team.
- Proactively manage the quality of all customer interactions.
- Resolve and / or escalate any conflicts within team members.
- Participate in team huddles on a regular basis.
- Identify and share best practices among team members.

#### **ACHIEVEMENTS & REWARDS**

- Awarded as the Best Sales person for 2010-2011-Key Account-Acquisition
- Awarded as the Best Sales person for 2009-2010-Key Account-Acquisition
- Acquired Top companies for Monster like **Sabir, Saudi Aramco, Roots Group, IKK, ABB, Emerson, Manpower Middle East, IKEA, Saudi Bin Laden, Al Shaya, Al Futtaim, Tatweer Dallah Al Baraka** to name a few.
- Built huge network with Top Management across GCC

#### **EDUCATION CERTIFICATION**

- School Attended: St. Andrews HS, Bowenpally, Secunderabad.
- Secondary School: St. Joseph Junior College, Secunderabad.  
Extramural activities: Reading
- Highest Tertiary Qualification: Bachelors and Masters in Business Management from Indian School of Business Management and Administration, Hyderabad.

#### **TECHNICAL KNOWLEDGE**

- MS-Windows 2000, MS-Dos.
- MS-OFFICE (MS Word, MS Excel, MS Access).

#### **PERSONAL INFORMATION**

- Date of Birth : 21st July, 1984
- Marital Status: Married
- Citizenship: Indian
- Address : Plot No. 75, Chandrapuri Colony, Old Kapra Road, Sanikpuri, Secunderabad
- Languages : English, Hindi & Malayalam

**Reference: Available on request.**

