

VINOO VARGHESE

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Business Development, Sales, People Management for close to 2 Decades as a Leader in brand building.

Expertise Highlights

- Data Analytics
- Strategic Planning Skills
- Relationship Building
- Business Development
- Strategic Partnerships and Alliances
- Team Leadership
- Excellent Presentation Skills
- Direct and Channel Marketing
- Staff Training and Development
- Management and Development
- E-Commerce Strategy and Development
- Competitive Market Analysis

Objective

Sales and Business Development Leadership position in driving business through partner ecosystems.

Professional Experience

Opian Analytics

Vice President- Sales & Marketing

Jan 2022

ORACLE (Malaysia) – (OFFER ONLY)

Jan 2020- Sep 2020

Tele sales Business Development Director

SAP MALAYSIA

Commercial Sales Head - SAP Education

Feb 2019 to Dec 2019

Key Responsibilities:

- Meet the annual target of 5M Euros
- Manage a team of 18 Inside Sales Reps for APJ and GC supporting SAP Education
- Countries managed – Australia, Japan, Greater China, Singapore, Malaysia, Indonesia, South Korea, Philippines, India
- Focus on Cloud Opportunities vs On- Prem
- Work and coordinating on all deals with Partners for Implementation and Support
- Meet Customers and Partners in Korea, Japan, Manila, Singapore, Indonesia and Malaysia to position SAP.

Customers: Banks, Retail, Telco, Education

SAP INDIA PVT LTD.

Commercial Sales DDA Manager (Digital Demand Agent)

April 2015 TO Jan 2019

Key Responsibilities:

- Manage a team of 11 Digital Demand Team of SAP for the Asia Pacific & Japan Region (India)
 - Focusing on Pipeline Generation and Nurturing through the use of innovation tools, digital, and social selling.
 - Provide Demos and costing to a customer with assistance of a Partner.
 - Work and prospect on Cloud offerings offered by SAP.
 - Participate on Partner and Alliance calls and discussions with customers.
 - Partner engagements and plans worked and reviewed for the company benefits and standards.
 - Get the team focus more on Cloud deals.
 - Position Solution Offerings on SAP Cloud Analytics- BI, PA and EP.
 - Attainment of Productivity KPIs such as call volume, call time, and campaign completion
 - Ensuring Team Work by collaborating internally across roles and virtual teams
 - Individual Development through coaching, training, and mentoring
 - Track Daily, Weekly, Monthly Opportunities and ensure the sales stage is progressed
 - Responsible for the overall Demand Generation plan across LOBS and give Pipe progression to COO and LOB heads every week. (Custodian of the Overall Pipe for Commercial Sales)
 - Monthly review of DDA performance to APJ DDA Head
 - Monthly review on Partner engagements.
 - Plan and Execute Quarterly Demand Generation Plan/ Partner Plan for DDA's and other LOB's
 - Weekly calls with every registered Partner and Customer on activities planned ahead.
 - Responsible for 25% conversion of Opportunities passed by DDA to Commercial Sales team.
- **|Additional Roles:**
 - Sales Coach to new Hires
 - Sales Trainer with the SAP Academy in San Ramon, CA
 - DSM Specialist coaching
 - Partner engagement and execution

Customers: Vertical Client Base

CROSS DOMAIN SOLUTIONS PVT. LTD

Manager- Demand Generation/ Inside Sales

May 2013 to April 2015

Key Responsibilities:

- Managing a team of 12 Demand Generation executives and 8 Inside Sales Representatives
- Created superior teams through strategic recruitment, talent development, shared vision, motivational techniques, performance management, and consistent celebration and sharing of successes.
- Maximized selling effectiveness by integrating telesales, direct marketing campaigns, and e-commerce strategies.
- Created significant new business streams by leveraging a business development lead generation model.
- Weekly review with team and management on new initiatives, achievements and weekly/monthly review with Board members on the overall growth and review on proposed Business Plan for the year.
- Planning marketing activities in conjunction with company's growth plan and working out strategies to execute the plan.
- Responsible for designing, running and promoting the company's website which includes SEO techniques, managing PPC programs, podcasts, getting webinars delivered for visitors.
- Organize and manage product launches in various cities in India.
- Developing systems and procedures to ensure that the leads generated are optimally utilized
- Review Quarterly Pipeline, Best Cases and Commits on Salesforce.com
- Drill on Monthly Commits and take responsibility on committed Sales.
- Apart from the above generate reports on various parameters- individual team report, region specific report, Drill down on every lead generated, Achievement vs. Commit, etc.

- Responsible for selling and positioning Cross Domains product PeopleWorks a true Cloud HRMS tool to SME's Across PAN India.

Customers: All India Vertical Clients

COMPASSITES SOFTWARE SOLUTIONS

Nov 2012 to April 2013

Director Business Development

Key Responsibilities:

- Develop and drive new Business by creating a sales plan and generate new business globally.
- Directing and managing all sales and business development activities.
- Identifying, developing and implementing strategies for business development.
- Building key customer relationships and implementing strategies for expanding the company's customer base and expanding category sales within current customer base.
- Keeping track of what the competitors and related competitive threats and opportunities, as well as identifying actions needed by Focus to address those competitive threats/opportunities.
- Developing sales incentive/quota plans for sales team.
- Assist in the development of the planning, designing and implementing of business plans, such as, capture plans, proposal activities.
- Engage and build relationships with OEM and channel partners.
- Creating Proposals and negotiate the contracts with the customers.
- Weekly review of Pipeline and opportunities.
- Training and development for new hires and interns.

SPERIDIAN TECHNOLOGIES

Feb 2007 to Aug 2012

Business Development Manager

Jan 2010 to Oct 2012

Sales Manager

Feb 2007 to Dec 2009

Key Responsibilities:

- Set sales targets and define strategy to achieve these targets and to follow the set strategy punctually.
- Manage the proposal development process and maintain the time-lines for the proposal teams.
- Develop draft proposals based on team meetings and discussions.
- Maintain the Business Development databases.
- Locate and propose potential business deals by contacting potential partners; discovering and exploring opportunities.
- Identify and work along with Partners for every implementation.
- Screen potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Support marketing activities, including trade/ scientific shows, mailings, etc.
- Planning, budgeting, Implementation and execution of effective sales strategies to get Enterprise Business.
- Sales Target Planning, Forecasting, Sales Force Management, motivating team, achieving team targets

- Business Development and Sales of Enterprise IT Solutions, Software Solutions and IT Services (Infrastructure Management, Facility Management , Migration and Consulting Service)
- Major Account acquisition, development, retention and management.
- Providing solutions positioning, promotion, pricing and launch strategies, apart from Solution / Sales training to the entire sales team for the IT Solution/Services line assigned to me.

Verticals and Achievements:

- Public Sector- ADJD, GHQ Armed Forces, Dubai Municipality, RAK e-Govt
- Telecom- STC, ZAIN, MTN, Etisalat-Nigeria/Ghana, EMTS, Bravo, QTel, ITS
- Banking- QNB
- Healthcare- SIDRA

ORACLE

Jan 2006 to Jan 2007

Account Manager

Responsible for Handling Oracle Independent Vendors (ISV).

Key Responsibilities:

- Ensure attainment of revenue and associated targets for the territory.
- Drive effective territory and account planning for the assigned customer base and ensure that plans are aligned to both revenue and strategic outcomes for business.
- Drive customer and partner satisfaction through understanding customer needs, providing responsive service to customer issues, integrating partners into the sales process and building relationships with key customer contacts.
- Contact Database (CRM) management
- Crisp articulation of Oracle's vision, products, solutions & capabilities to key contacts within accounts.
- Identify, plan and execute segment specific campaigns.
- Leading BD team towards forecasting and achievement of weekly targets
- Coordinate with sales and solutions consulting teams towards closure of opportunities.

Key ISV Responsibilities:

- Promote the acceptance and integration of Oracles technology into ISV applications.
 - Generate Revenue worth 1 Million(USD)
 - Drive & negotiate strategic and territory agreements with ISV's.
 - Execute joint marketing initiatives with ISV partners to drive incremental Oracle business, and manage ISV pipeline.
 - Build and manage successful value add business relationships with ISVs.
 - Identify and coordinate porting and promotion of ISV's solutions on an Oracle platform.
 - Handle technology/skill mapping and develop a roadmap for sales skill enhancement on Oracle brands.
 - Identifying opportunities and formulating strategies for joint engagement globally.
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SELECT SOFTWARE SYSTEMS, ABU DHABI, U.A.E.

Oct 2004 to Dec 2005

Project Coordinator

Key Responsibilities:

- Review the installation and security related controls for a wide variety of computing platforms, including operating systems, sub-systems, databases, and software products used to support the processing environment
 - Setting up small network access and troubleshooting network breakdowns.
 - Managing the complete internal network integrity
 - Coordinated with Web team to develop website and e-commerce logistics.
 - Worked closely with product marketing during product development to ensure that products and services met market needs and were executed on time and on budget.
 - Coached teams to identify market opportunity gaps through data analysis and consumer research.
 - Provided a sales leadership role in overseeing staff and consistently achieving month sales goal.
 - Evaluate observations and prepare applicable reporting documents
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CONVERGYS (IND CISCO TAC)

Feb 2003 to Aug 2004

Senior Technical Support Officer

Technical Responsibilities:

- Identify information processing/technology risk, evaluate controls, and make recommendations for improvement in processes, procedures, and controls
- Review the installation and security related controls for a wide variety of computing platforms, including operating systems, sub-systems, databases, and software products used to support the processing environment
- Review adequacy of data validation, processing, and balancing of controls in installed application systems
- Perform general computer controls reviews, to include security administration, audit trails, physical and logical security, disaster recovery and business resumptions/contingency planning, data center operations, program change controls and software license compliance
- Perform system development reviews - review the installation and security related controls for a wide variety of computing platforms, including operating systems, sub-systems, databases, and software products used to support the processing environment
- Accurately document audits tests to support and facilitate efficient and effective reviews
- Evaluate observations and prepare applicable reporting documents
- Communicate effectively in written and verbal forms

Non-Technical Responsibilities:

- Lead a team of 8-10 Executives.
- Responsible for Goal setting, Performance reviews and developing plan for all direct reports.
- Responsible for business / process analysis, day to day functioning/administrative work including production floor management
- Coach learners one-on- one and manage results.
- Identify specific individual needs and bring people up the learning curve in the quickest time possible.
- Complete assigned monitors for each week, generate reports for actual monitors done compared to targets.
- Complete daily attendance and update personal files.

- Generate weekly agent reports and audit their cases.
- Ensure feedback is given for each call for each agent.
- Imparting training in new products that are introduced by client & technical issues.

Technical Skills

- Advanced knowledge of Windows NT, Windows 2000 Professional, Microsoft Office, Microsoft Outlook Exchange e-mail client, and Internet access.
- Troubleshooting crashes on routers and switches because of hardware, software or configuration issues. Extensively worked on following devices.
- Router Series: 800, 1700, 2600, 3600, 7200 and 7500. Switch Series: 2900, 3500, 4000, 6500.
- Handling Memory Allocation issues on Routers, which can be hardware, configuration or traffic related which includes buffer tuning on devices and fine tuning the configuration of the running protocols like BGP.
- Troubleshooting any problems (IOS and Hardware related) that lead the router to crash, IOS upgrades, File for new IOS bugs, ROMMON recovery, Password recovery, etc...
- Answering escalated calls, assessing customers support needs and handling accordingly.
- Presales Support for customers.
- Looking for bugs in a particular set of software code and suggesting an IOS upgrade.
- Answering customer queries through email and online chat and 800 - 900 Voice support across the globe.
- Coordinating with other teams in providing technical assistance to the customers who open a TAC case with Cisco.

LIGHTHOUSE ENTERTAINMENT

May 2000 to July 2002

Assistant Manager- Business Development/ Client Servicing

Key Responsibilities:

- Responsible for developing and implementing marketing programs that significantly grows training, strategic solutions & products.
 - Responsible for creating new business opportunity develop, manage and execute customer delight programs and to some extent financial evaluation of projects / proposals.
 - Monitor, evaluate and report on progress to the Divisional Head for the achievement of monthly and annual sales, marketing and financial plans.
 - Strive for new accounts through innovative sales and marketing strategies
 - Develop and strengthen relationships with customers / partners.
 - Build a motivated team to meet agreed business objectives and targets.
 - Identify key competitive threats and recommend how to meet them.
 - Explore new markets, execute Direct Marketing campaigns and create new accounts
 - Preparation and finalization of corporate presentation & capability documents for all practices.
 - Finalization of Alliances / Partnerships for strategic reasons as well as for creating a new channel of revenue.
- Managing all interfaces of the organization to the public viz. press conferences, participation in exhibitions & seminars, public relations, advertising
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Academic Qualifications

2000 – 2003 Graduate Diploma in Information Technology (GDIT) from Amity Resource Centre for Information Technology
2000 - 2003 Bachelors in Information Technology (BIT) --74% (Manipal University)

Technology Summary

Certifications: Cisco Certified Network Administrator (CCNA)

Applications: TCP/IP, DNS, FTP Server, MS Exchange Server, Sniffers, Desktop Administrator, MS FrontPage, MS Personal Web Server, MS Internet Explorer, All MS Office Professional Applications, Paint Shop Pro, Netscape Navigator, MS Outlook 98 - 2000, Norton Anti-Virus, and McAfee Virus Scan

Operating Systems: Windows 2000 Server, Windows XP, Windows 2000 Professional, Windows NT, Windows 9x and MS DOS.
