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|  |  | **Mr. Halchal Padhi**  **Founder & CEO, HTV Solutions LLP** |
| Profile A result driven professional with more than 22 years of experience in the field of sales with distinctive hunter and challenger mindset, always pushes the envelope, have proven track record of over achieving, brings mature selling skills for Data Governance, Magnetic Data Tape Storage, Software and Cloud Solutions.  Acquires adequate leadership exposure in designing and integrating strategic operational drivers to articulates business value, knows much about business acumen and who is now ready to lead a sales team with bold ambitions to conquer the market.  **CONTACT**  **+91 - 99300 66806**  **+91 - 85914 89172**  **E-MAIL**  [**halchal001@outlook.com**](mailto:halchal001@outlook.com)  **LinkedIn**  [**www.linkedin.com/in/halchal4372**](http://www.linkedin.com/in/halchal4372)  **PROJECT**  **“Brand pull of liquor” in Shaw Wallace.**  **CERTIFICATION**  **IoT Foundation:**  **Low-Power Wireless Networking**  **AWS for Non-Engineers:**  **3 Core Services**  **Cloud Computing:**  **Cloud Governance**  **LANGUAGES**  **English - Proficient**  **Hindi - Proficient**  **Oriya - Native**  **HOBBIES**  **Reading Books**  **Listening Music**  **Surfing LinkedIn**  **Travelling**  **AWARDS**  **Business Excellency Award - 2016**  **Writer Business Services Pvt. Ltd.**  **President’s Award - 2012**  **Hitachi Maxell Ltd.**  **Chairman & MD’s Award - 2006**  **Lipi Data Systems Ltd.**  **PERSONAL BACKGROUND**  **Date of Birth - June 18, 1972**  **Sex - Male**  **Marital Status - Married**  **Nationality - Indian**  **Passport - U9424965**  **Reference - On Demand**  **STATE LEVEL SEMINAR**  **“Communication the Skill of Management”**  **ADDRESS**  **C-702, Hillcrest,**  **Off JVLR, Opp. SEEPZ Gate No. 3,**  **Andheri (E), Mumbai – 400093**  **Maharashtra** |  | EDUCATIONNational Institute of Human Resources Development Post Graduate Diploma in HRD. Berhampur University Bachelor of Arts with Mathematics (Hons.) & Economics  **Telecommunication Consultants India Ltd**.  Diploma in Computer Application WORK EXPERIENCEHTV Solutions LLP Founder and CEO Sep’21 onwards   * We, at HTV Solutions LLP, believe that today's world is all about technology and every business needs and wants for technology solutions is different as no two-business use same in either of their features. So, we crafted the perfect solution for this problem and whereby all our offered services are tailored made customized as per our clients need towards growing their business. * ​HTV Solutions LLP is formed with a theme and central vision of providing world-class technology and digital solutions to customers Pan India based on their business operations. We, at the core of our service delivery believe our services are well crafted and can be altered and modified for any business as for every business problem we have a solution. * You have a problem or difficulty in your business do not worry, just meet our highly skilled and specialized team at HTV Solutions and share with us and we will craft a solution to your business needs. Our team will consult, identify, draft the solution, implement it and provide the after sales service to it. It is a complete solution at the fingertip.  ArBhar Consulting Pvt. Ltd. Sr. Vice President May’21 to Dec’21   * Maintains knowledge of competitors in account to strategically position the company's products and services better. * Identify the pain point of the client and recommend the solution. * Physical Assets Audit for one of the leading Departmental Store on Pan India Basis and IT Assets Audit for a Leading Bank. * In a span of six months achieve the orders like SD-WAN solutions for one of the Insurance Companies and Enterprise Ticketing System.  Writer Business Services Pvt. Ltd. Regional Sales Manager Jul’13 to May’21   * Delivered the regional quarterly revenue targets for Strategic Accounts. Directly manage key accounts at HO Level. * Quarterly Revenue Targets and KRA plan execution for selected accounts. Monitor YTD performance vs Quarterly Revenue Targets, initiate and manage the execution of mitigation plans, if required. * Manage in a disciplined manner, a strong Sales management process, to ensure a healthy pipeline for selected accounts and personally oversee top projects in the region. * Focusing on building the relationship with Key customers and developing it further. Implementation of key accounts development strategies and program. * Generated Business from some of the leading MNC Banks and BFSI Sector, Stock Exchanges, Broadcasting and Production Houses. * Individually handled major 4 Pvt. Sector Banks for storing the HDDs from the DVRs PAN India basis at the time of demonetization. * Generated KPI reports with Salesforce, analyzing advertising sales and audience reach. * Proactively looked for outbound sales opportunities using LinkedIn email outreach, networking events and telephone. * Managed calls through Salesforce CRM, setting up deals & sales automation processes to increase efficiency.  Maxell Asia (Singapore) Pte. Ltd. Product Manager Nov’08 to Jun’13   * Produced product road maps to make effective decisions about future and viability of task for Hitachi Maxell brand of Magnetic Tapes, SR Batteries, CR Batteries, Lithium Batteries & Alkaline Batteries. * Updated accurate deadline dates for delivery of products ensuring teams can plan their workload and manage customers’ expectations. * Launched the Maxell brand and in a span of 3 years the growth was more than 159% in SR Batteries, 126% in Lithium Batteries and 107% in Magnetic Tapes and Professional Tapes. * Enhanced and innovative web search functionality ensuring company's product is well represented across numerous relevant search types. * Worked closely with sales, marketing and support on defining the product vision goals were met. * Collaborated with marketing about the core positioning and messaging for products ensuring symmetry between departments. * Developed the market both for B2B and B2C for the magnetic Tapes and Professional tape as well the market for SR, CR, Lithium Batteries. * Led the development and delivery of annual marketing plan and budget in line with strategic priorities and business goals. * Delivered product launch, pitch presentations and product demonstrations, Road shows in-person. * Led new product launch with engaging demonstrations, advertising achieved INR 100 MN worth of orders within first six months.  Imation India Pvt. Ltd. Business Development Manager May’07 - Oct’08   * Conducted market research and competitor analysis to identify new revenue sources and developed a good clientele. * Increased average order value through large data size clients like BFSI, Oil & Gas, Broadcasting Media and production Houses by showcasing new product offerings. * Identified and facilitated tender opportunities worth INR 100 MN. * Exceeded sales targets by 140% in one year time frame with excellent planning and hunter mentality. * Built strong B2C relationships tailoring product offerings to unique business needs. * Reached 100% customer retention rate with genuine and consistent multi-channel engagement. * Leveraged cross-selling opportunities by bundling packages and offering additional services. * Represented company at conferences, tradeshows & retail outlets.  Lipi Data Systems Ltd. Asst. Sales Manager Feb’05 – Apr’07   * Exceeded sales target by 130% by booking 200 printers in the year. * Increased revenue by 150% by delivering training team in cartridge, ribbon selling, tonner and servicing upselling. * Conducted sales forecasting based on key account trends and market developments. * Developed relationships and grew new accounts, resulting in INR 30 MN revenue boost. * Trained developed sales team to manage 360-degree sales cycle. * Participating RFPs and tenders for PSUs for Printers and accessories.  Cizon Electronics Asst. Sales Manager Apr’00 – Jan’05   * Contribute to the strategic business plan by highlighting trends, identifying broader product and sales opportunities with our alliance partners. * Conduct market research to identify selling possibilities and evaluate customer needs. * Actively seek out new sales opportunities through cold calling.  Hitachi Appliances Ltd. Business Development Executive May’99 - Mar’00   * Undertook extensive market research to develop high value leads for air conditioners within the prescribed timeframe. * Improved sales pipeline management by focusing on key areas, including follow-ups, meeting with architects in building pipeline metric tracking and shortening sales cycle. |