shivraj.kalekar@gmail.com

M :+91 7977332382 /9867477345

**Shivraj Kalekar**

**Summary**

* Sales Hunter with 18+ years of experience in planning, formulating and implementing sales and Business Development strategies to achieve business goals and expand market share.
* A target driven sales strategist for highly competitive sales environment in domestic & international market. (On Premises / License, SaaS/ Cloud solutions)
* 14+ years of Experience in International market direct sales ERP (Oracle), Telecom & Banking domain (Remittances, Mobile Banking) and 4 years of experience in domestic Market sale in ERP Solutions across diverse industry verticals.
* Onsite overseas experience in Europe, Middle East, Africa, Europe & APAC.
* Led successful lead generation and GTM strategy for new offerings on Cloud / SaaS. Event participation & marketing for networking.
* Account Management, Partner Management & Effective Channel partnership

|  |
| --- |
| **Professional Achievements** |

* Successfully achieved multimillion USD sales target by Direct Sales
* New Logo acquisition by direct sales in Europe, Middle East, Africa & APAC for mobile applications in Telecom, Banking & Utility Service providers.
* Open new territory for ERP (Oracle) solution in Europe, Middle East Africa & ANZ continent. (On Premises & Cloud / SaaS)
* Successfully implemented Direct Sales strategies for new business development & effective account management for all account segments.

**Knowledge Portal**

* Large complex sales cycle & ability to interact with C level people
* Expert in bringing new logo’s, opening new territory with direct sales.
* Proficiency in Business development, consultative **s**elling, relationship management.
* Experience in handling consultative complex sales cycle with Telecom Operator 4G/LTE solution sales, MVNO/MVNE Solution, O/BSS billing solution, mobile Commerce
* Experience in BFSI (Mobile Payments, Mobile Remittances, Mobile Banking)
* Triple Play Billing Solution, e Top up, e Voucher solution sales (For Operator, Telecom Operators Distributors & Enterprises)
* Oracle ERP sales for Manufacturing, Trading, Jewelry & large enterprises
* Good Financial acumen for contract negotiation, presentations and networking skills
* Experience in handling OEM, SI & Vendor.

**Employment Details**

**Past Experience:**

* Working as International Sales Head (MEA , Europe , ANZ & US ) for CarPro Systems India Pvt Ltd. (Since Sept 2017)  
   ***Automotive ERP (Microsoft Technologies)***
* Worked as Sales Consultant with Cortex Software Solution (Mar 2014- May 2017)
* Worked as Director Sales (Consultant) – Middle East, Africa, APAC with Alepo Technology (April 2013 – November 2013 )

***Data Billing solution (Oracle / MS Technologies)***

* Worked As Regional Sales Manager with XIUS (A division of Megasoft Ltd) India (July 2012 – 15 April 2013)

***Triple Play, MVNO Solutions (Oracle / MS Technologies)***

* Worked as Sales Manager – Africa and Middle East with Estel Technologies International FZE, UAE ( Aug 2008 – Mar 2012 ) - Dubai

***Remittances, Mobile Payments, Mobile Banking Solutions***

* Worked as a Manager Sales and Marketing with MagnaQuest Tech Pvt. Ltd. Hyderabad (Feb 2007 –Aug 2008), location is India, Middle East, North Africa

***ERP (Triple Play Billing solutions, Data Billing solutions- Oracle / MS Technologies)***

* Worked as a Asst. Manager Sales with WebDunia Pvt Ltd (June 2006 –Jan 2007) location India & US

***ERP (Jewelry ERP (Oracle DB), Localization)***

* Worked as a Territory Manager with Eastern Software System Pvt Ltd (Jan 2004 –Jan 2006 ) location is India and East Africa

***ERP Oracle base ERP (Ebizframe)***

* Worked as a Business Development Executive with Accord Biz Tech Pvt Ltd,Pune(Jan 2002 –Dec 2003 ) location is Pune

***Insurance CRM (MS Technologies)***

**Professional Qualifications**

* Advance Software Diploma from Pune Institute of Computer Technology (PICT),Pune in 2001
* Masters of Business Management (MBA) from Shivaji University, Kolhapur in 2001
* Graduation in English (BA) from Shivaji University, Kolhapur in 1999.

**Personal Details:**

* Passport no. : Z 1897528
* Permanent Address : Mumbai
* Present Address : Mumbai
* Marital Status : Married
* Date Of Birth : 6 April 1976