**VIKAS BANSAL**

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Location: Haryana



**Looking for Senior Leadership Role – Business Development – Digital Transformation– Account Management**

**PROFILE**

* **Visionary & Business Savvy Leader** with 21+ years’ experience; currently associated with Hewlett Packard (HP) India Sales Pvt. Ltd. Strategist with exceptional data driven decision making and problem-solving skills.
* **Nurture and grow business;** provided customized end-to-end DaaS/ SaaS/ IaaS Enterprise Solutions to Government, PSU’s & Corporate Customers. Secured ICT Project worth INR 10+ CR from Punjab Govt consecutively for 2 years & Notebooks +4K Units from Himachal Govt -MMP projects towards Students Digital Yojna with HP. Secured multi crore projects for Bharti Airtel.
* Expertise in establishing & **maintaining relationship with key decision makers in Enterprise Vertical, Strategic Business Partners, IT Nodal Agency & Consultants** for collaborative action since inception.
* In-Depth Geographic Knowledge of North & East Region of India.
* People oriented, highly focused and well-organized leader; mentored, coached and managed associates.
* **Awards & Recognition:** *President Club Award, Best Sales Manager, Silver Award* and so on for exceptional performance throughout the tenure.
* **Domain Experience: +12 Years in IT** (HP/HCL/ IRIS /INTEX) & **+9 Years in Telecom** (AIRTEL / RCOM).

**SKILLS**

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| ► Strategic Planning and Management | ► Sales & Key Account Management |
| ► Digital Transformation | ► Profit Centre Operations |
| ► Commercial Affairs: GEM Bidding / Tenders | ► People Management and Leadership |
| ► Govt. / PSU Vertical Management | ► B2B Solution Sales |
| ► DaaS / SaaS / IaaS Sales  ► Projects Execution & Delivery | ► Cloud Computing  ► Cross Functional Working |
| ► Channel Management | ► Resource Optimization |

**CAREER SUMMARY**

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| Since Sep’16 | **Hewlett Packard (HP) India Sales Pvt. Ltd**., Gurgaon | **Business Manager – Govt /PSU/ Enterprise North** – HRY, Chandigarh, Punjab, H.P. & JnK region +  Lead MDM – Mobility North & East Region+ DI Team |
| Aug’09 – Sep’16 | **Bharti Airtel Ltd.**, Chandigarh / Lucknow | **Enterprise Head** – North / **Team Lead** (Jan’13 to Sep’16)  **Regional Manager** - HRY, CHD, PJB, HP (Aug’09 to Dec’12) |
| Aug’07 – Jul’09 | **Reliance Communications Ltd.**, Chandigarh | **Key Account Manager** |
| Jan’06 – Jun ’07 | **eSYS Tech Ltd.**, Gurgaon | **Manager – PC Business** |
| Sep’04 - Jan’06 | **HCL Infosystems Ltd**., Noida | **Associate Manager** |
| Jan’04 - Aug’04 | **IRIS Computers Ltd.**, New Delhi | **Territory Manager** |
| Jan’01 - Dec’03 | **Intex Tech. (I) Ltd.**, New Delhi | **ASM / Branch Manager** (Oct’02 – Dec’03)  **Sr. Sales Executive** (Sep’01 – Oct’02)  **Sales Executive (PT)** (Jan’01 – Sep’01) |

**Significant Contributions**

**At HP**

* Key role in securing profitable business through IT Hardware / DAAS / IAAS Solution Sales; engaged in Channel Management, GEM Bidding and Cross Functional Collaboration. Partnered with Government / PSU & Key Enterprises across North region.
* Core responsibility to achieve the Revenue and GM target with overall business goals & objectives.
* Managing Key National Distributors & more than 50 Channel Partners for consistent new business acquisition.
* Actively working on Tenders & GEM Bids (Direct / Indirect) Participation worth multi crores. Won major deals from region while mix of Single unit to Multi Thousands unit’s closure.
* Market development for **customized DaaS / IaaS Enterprise solutions towards Govt of India - Digital India Initiative**. Work actively on **Microsoft – STF** positioning for education vertical wins.  Product evangelization across PC category viz. Desktops, Notebooks, Workstations, Mobility etc.
* Proactively aligning strategic Go-To-Market with leading SI’s Partners (Amnex, Edique, ABCL, Karvy, Schoolnet, Array, HFCL, MDS, VaanInfra, CMC, ITI, BEL, Agmatel), IT Nodal agency (SeMT, NIC) and National Consultants (KPMG, WIPRO, E&Y, PWC)
* Received recognition for closure of **Punjab Education ICT Project worth 1.1Mn US$ for supply of 3.5K Units** of Desktops for FY20. One of highest volume deal close on GEM portal in North region.
* Achieved major milestone by capturing first time **Notebooks Deal of 4K Units worth 1Mn US$ from Himachal Govt – MMP of Students Digital Yojna** while **HP Direct Tender participation**.
* **Direct Annual Rate Contract Break-in - HARTRON worth multi crores** for Supply of Notebooks, Desktops, etc. while Negotiation with **HPPC headed by Worthy Chief Minister of Haryana State**.
* Cracked major win from **Department of Technical Education** for both **Himachal Pradesh & J & K States** worth **multicrores** for Supply of Desktops / BNB/ WKS towards **World Bank aided project**.
* In addition, **major footprints across region** while winning multiple deals like High Court (AIO-1600Units), Punjab Police (BPC-2000 Units), Punjab Health (AIO-500 Units), PSEB (BPC-3289 Units) Himachal Elementary (AIO – 550 Units), HPSEB (AIO-450 Units), NIT’s (500 Units), IIT’s (400Units) etc.

**Projects:** ICT Education / IPTMS / Smart City Projects / DIAL 100 / Smart Metering / GSTN / Infrastructure Projects / Buy Back Services / E- Ticketing etc.

**At Airtel**

* Accomplished regional target and **registered profit & business growth YOY** basis. Spearheaded product management by proactively working on innovative business Game Changers across portfolio of **Network Integration / SaaS / IaaS / Data Centre Hosting, IOT & Cloud Computing Solutions**.
* Drove direct Enterprise & channel sales for multiple enterprise telecom solutions & mobile connections increase for CoCP/ CoIP.
* Cross Functional Team Lead for internal support teams (Customer Service, Program Management, Billing and Voice Team) to build and achieved customer loyalty by ensuring QoS.
* Conceptualized strategic alliances with Synergistic Partners (Mahindra, HCL, TRIMAX, SEIMENS, TCS, CISCO, Polycom, BEL), Govt. agency (SeMT, NIC) and National Consultants (KPMG, WIPRO, E&Y, PWC).
* **Worked on Multi-Crore Govt. Tenders** through direct & indirect participation right from Concept Selling, Product Specking, PQC, Bid Evaluation & Direct Negotiations with the Purchase Committee consisting Senior Functionaries / CM of the State Govt.
* **Projects Handled:** Network Integration / State Wide Area Network (SWAN) / RADRP / Smart Metering / City Surveillance Soln / E-Challan / Data Centre Hosting & Migration Services / Video Conferencing Soln.
* Won biggest Network Integration project of the North region from **HARTRON** (Haryana Govt. Entity) - State Wide Area Network **(SWAN-III)** project worth INR **20 Cr.** and conferred with ***President Club Award*** for Best Deal Closure from North India.
* Rewarded with **Gold Award** for exceptional contribution to Chak-De - Upper North Region Award.
* Awarded as NIPS-Cisco ***Best Sales Manager*** for exceptional contribution to HARTRON Deal.
* Won ***Silver Award*** for closing **HUDA** Deal worth multi-crores for Data Centre Migration & Hosting Services.
* Bagged the following other prestigious awards:
* ***Silver Award*** for closing deal for MPLS Solution at 900 sites of Uttar Pradesh Govt. Entity – **UPPCL** worth **24 Crores.**
* ***Best Govt. Deal Award*** for FY 13-14 among Pan India Nomination for UPPCL – MPLS Project
* ***Gold Award Recognition*** for cracking the **City Surveillance Project for UP Police** with **SI - Mahindra** worth **17 cr.** inaugurated by UP CM on 12th April’2015.
* Merit of achieving **+150% Data Revenue & Order Booking growth** YoY for UPU region.

**At Reliance Communications Ltd.**

* B2B Sales by providing customized end to end telecom/ Enterprise solutions on MPLS, Video Conferencing Solutions, ILL, Leased Lines, Centrex, Mobility, VTS, Tollfree, etc. to Government, PSU & Enterprise Customers.
* Determined potential Corporate Sales/ Govt. Sales unit’s and implemented tactical initiatives as well as strategic advices to achieve corporate strategic goals.
* Led innovation and optimization across channels to continuously improve/ enhance company offerings and customer experience.
* Front-end Govt. Tendering Processes by preparing technical & commercial bid documents, attending pre-bid meetings & final negotiations directly with Key Govt Entities across assigned region.
* Managed Lead Generation, Lead Qualification, Lead to Prospect to Client conversion among National Key Corporate, Institutions & Government accounts across Haryana / Punjab / HP / Delhi & NCR region etc.

**At eSys**

* DGS & D Rate Contract Registration & Listing for eSys - PC’s & Laptop so as to have break in Govt Vertical.
* Visited eSys European Headquarters for eSys-PC Positioning & Office Orientation.

**HCL Infosystems Ltd**

* Spearheaded business development efforts through Distributors & Direct Corporate clients across Delhi/NCR.
* Engaged in Lead Generation, Lead Qualification, Lead to Prospect to Client Conversion for HCL range of Products while leading the attached call centre team.
* Participated in Govt. Tendering Processes by preparing Technical & Commercial Bid Documents, attended Pre-Bid Meetings & Negotiations, etc.
* Negotiated & closed complex deals with Corporate, SME’s directly & involving Channels.

**At IRIS Computers Ltd**

* Managed direct & channel sales of all IT products like PC’s, Laptops, UPS, Servers and Networking Products for all leading brands like Acer, IBM, HP, Philips, etc.

**At Intex Tech. (I) Ltd**

* Worked as Youngest Area Sales Manager in the company.
* Recognized for organizing Sales Promotional Trip to Udaipur for 3Nights/4Days for all distributors/dealers on successful completion of the scheme with team members.
* Developed the channel business across Delhi/NCR. Took care of PC, Computer Peripherals, UPS and Networking Products.

**EDUCATION**

MBA (Marketing & Systems) | 1999-2001

BBA (Sales & Marketing) | 1996 -1999

*Technical Skill Set: ERP, Windows, Tally, SAP, Oracle, Sales Force Dynamics, etc.*