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| vikramchadda4@gmail.com  +91 9039099004  A result oriented professional with 20 years of experience in B2B, IT sales/Customer Success/inside sales and Business Operations, FMCG/Retail/Telecom with an organization of high repute.  **VIKRAM CHADDA** | |
| **Executive Profile**   * Proficiency in formulating, developing and implementing business strategies to ensure attainment of revenue goals and profitable sell-through. * Implemented process improvements initiatives to optimize partner management activities * **Client Relationship/ Retention/upselling/ Cross Selling**. * **Cloud( IAAS, PAAS & SAAS)**   **Education & Credentials**   * Master’s in Business Administration (MBA) in Marketing from Pune University in 1999 * PG Diploma in Foreign Trade (PGDFT) from Pune University in 1999 * B.Tech Computer Science from Lucknow University in 1997 * Software Diploma from NIIT in 1997   **Technical Skills**   * Programming languages- Web technologies 2.0 * Operating Systems- Windows, Android. * Software- Salesforce, CRM, Ms word, Ms excel, Ms power point * Financial- Excel modeling/ Technical Analysis. * Other skills- Social Networking/ java scripts/ AI and Machine learning.   **Professional Experience**  **Since Jan 2020 with Tritech Nuro Systems Pvt Ltd. (Head of B2B/Customer Success/cloud), Pune**  **Key Result Areas:**   * Managing different portfolios viz:IT/Banking/Health care/Telecom and developing sales strategies for companies across the globe.(**USA, NORTH AMERICA and EMEA)** * Garnering market strategies and exploring business development and revenue growth in the periphery of sales force/product development for channel partners and consulting services. * Developing sales contracts MSA, NDA and SOW. * Ideation-Prototyping to Application Development. * Responsible for a $value per quarter.   **Previous Experience**   * **Dec’08-Oct’19: TataTele Enterprise Business Ltd. - Regional Head West (B2B,Customer Success and Delivery) Mumbai.** * **Nov’07-Dec’08: Reliance Communications Ltd., MUMBAI as Cluster Head- DTH** * **May’05-Oct’07: Idea Cellular Limited, Indore as Manager- Prepaid Sales** * **Sep’02-May-05:Tritech software solutions (Iaas, paas saas)** * **May’99-Sep’02:Blowplast Limited, Mumbai/Pune/ Indore as Sales Officer**   **Aug’16-Aug’18**  **Aug’18-Mar’1** | **Skills**    **B2B Sales/ Business Strategy**  **Fmcg/fmcd (Retails and Distribution**  **Client Engagement**  **Global Operations and Delivery**  **Cloud( AWS, Azure,Google**  **Business Development**  **Channel Management**  **Revenue, EBIDTA & PnL**    **Territory Expansion**  **CRM (Sales Force)**  **Team Building & Leadership**  **Profit Centre Operations**  **Soft Skills**    Mentorship  Vision-oriented  Analytical and Interpersonal  Communicator  **Personal Details**  **Date of Birth**: 12th January 1977  **Languages Known**: English & Hindi  **Address**: D- 601, Kalpatauru Harmony, Kaspate Vasti, Wakad, Pune - 411057 |