

RANDHIR KUMAR MISHRA

Mobile (+91)-9911773012

E-Mail: randhirmishra_rbs@yahoo.co.in

Seeking assignment in Business Development / Relationship Management / Channel Management with an organization of repute; preferably in IT.

PROFESSIONAL SNAPSHOT

- Over 14 **Years** of experience in **Business Development, Sales, Channel Management** as well as Client Servicing with organization.
 - **Currently designated as Regional Sales Manager with Eazy ERP Technologies Pvt. Ltd.**
 - Experienced in **formulating** and **implementing** brand management & promotional strategies identifying new market & new product concept thereby achieving sales growth.
 - Exceptional leadership skill; proven ability to train and guide sales team / channel sales partner son concept of distribution, Selling and customer service.
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AREAS OF EXPOSURE

Relationship Management

- Mapping client requirement & providing them best product /solution, identifying prospective clients, generating business from existing clientele.
 - Building & maintains healthy relation with clients; ensuring maximum customer satisfaction.
 - Supervising for quality controls for providing better product quality to the customer by giving technical analysis, technical feedback & performance detail.
 - Consistent evaluation of service quality so as to optimize customer satisfaction levels.
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ORGANISATION DETAILS

- Working as a **Regional Sales Manager. (Channel Partner Management)**
- EAZY Business Solutions was incorporated in 2007, in association with the Singhal Group, one of NCR's most reputed companies in Financial Services and Real Estate Solutions. EAZY Business Solutions is the nation's leading business solutions provider to manufacturers and traders, with unmatched capabilities and a product profile comprising of strategic, customizable, and insight-driven solutions that maximize efficiency and results. We consistently hear from clients transitioning to us from other software providers that the way we drive business by adding value and being engaged as a strategic partner is unlike anything they previously experienced. We strive to be seen as a partner who not only executes against our clients' requirements but also provides the insights and thought-leadership that fuel them
- Looking after the corporate sales, Marketing and Business Development.
- Looking For channel Development and Management
- Lead Generation from the Partners.
- Maintaining Healthy Relationship with partner .

- Actively involved in **conducting Webinars & presentation** for the corporate for generation of leads for business development
- Responsible for North India Business Development.
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- Worked as a **Regional Sales Manager**.
Pavosoftware develops solutions that move businesses and help them grow in a highly competitive environment. Quality and customer satisfaction are the pivots of their value proposition to the clients. With an established network of 7 offices spread across 2 countries, Pavosoftware is a company one can rely on for more than just world-class solutions.
- Looking after the corporate sales, Marketing and Business Development.
- Actively involved in **conducting Webinars & presentation** for the corporate for generation of leads for business development
- Responsible for North India Business Development.

Sep' 07 To 31 January 2019 , Ascomp Technologies Pvt. Ltd.

- Worked as a **Sr. Business Development Manager**.
 - Ascomp develops solutions that move businesses and help them grow in a highly competitive environment. Quality and customer satisfaction are the pivots of their value proposition to the clients. With an established network of 12 offices spread across 07 countries, Ascomp is a company one can rely on for more than just world-class solutions.
 - Looking after the corporate sales, Marketing and Business Development.
 - Actively involved in **conducting seminars & presentation** for the corporate for generation of leads for business development
 - Responsible for the Presales Activity.
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Jan' 06 To Aug' 07 Vedika Software Pvt. Ltd.

- Vedika Software Pvt. Ltd was formed in Calcutta, India, in late 1987 with a paid up capital of US\$ 20,000. It started up with two divisions: packaged software development and share registrars. Currently, this distribution and sales network includes 50 dealers in ten countries. Company Deals in ERP Solutions As well as separate Financial Accounting Module.
- **Worked as a Business Development Manager**
- Successfully handled a team of 06 executive & actively involved the complete recruitment life cycle for sourcing the best talent diverse sources for position quality executives.
- Played a key role in conceptualizing & developing Training & Development initiatives for improved Productivity, enhanced business & quality enhancement for the new existing employees & new recruits.
- Actively involved in conducting seminars & presentation for the corporate for generation of leads for business development.

Sep' 04 To Dec' 05 Softline Software Pvt. Ltd.

- Worked as a **Sr. Marketing Consultant.**
 - **Softline Software Pvt. Ltd** develops solutions that move businesses and help them grow in a highly competitive environment. Quality and customer satisfaction are the pivots of their value proposition to the clients. With an established network of 21 offices spread across 13 countries, **Softline Software Pvt. Ltd** is a company one can rely on for more than just world-class solutions.
 - Looking after the corporate sales, Marketing and Business Development.
 - Actively involved in **conducting seminars & presentation** for the corporate for generation of leads for business development
 - Responsible for the Presales Activity.
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ACADEMIC CREDENTIALS

- **MBA** (Marketing, International Business) from **RAI UNIVERSITY**, Delhi.
 - B. A from Delhi University.
 - I. Sc. From BSSEC Patna.
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PERSONAL DETAILS

Date of Birth : 15 July 1976
Father : Badri Narayan Mishra
Address : H. No. – 5, Main Road , Vashisht Enclave, Baba Colony, Burari. Delhi-110084
Marital Status : Married
Children : Two (One Daughter and one Son)

RANDHIR KUMAR MISHRA**DELHI**