

# **CURRICULUM VITAE**

**Dibyendu Dutta**

## **Contact Address**

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## **PROFESSIONAL EXPERIENCE**

**Total Pan India Experience in IT Business Development / Marketing/Sales Govt Projects more than 26 Years+.**

## **CAREER PROFILE**

**Currently working with ABC INFO SYSTEM PVT LTD as Regional Sales Manager(PAN INDIA)from 2016.** Looking after the Govt Projects/Sales of WORKSTATION,LAPTOP,SERVER,STORAGE,LFD,ACTIVE N PASSIVE NETWORKING,SI TENDER,GEM BIDS,Empanelment/Registration of IT Products all over Northern and Eastern India .Some of my current clients are IIT/DU/MINISTRY, CENTRAL N STATE GOVERNMENT,PSU.

**Worked with DMPPL(DIGITECH) as Sr Sales Manager from June 2015 till May 2016.** Looking after EPSON Products,PA SYSTEMS,VISUALISER,KIOSK,PODIUM,INTERACTIVE BOARD,SOUND SYSTEM.Some of my clients were NIFT,JNU,JAMIA MILIA ISLAMIA,IP UNIV,LBS.Also looking after Southern and Western regions.

**Worked with Agmatel India Pvt Ltd as Sr Sales Manager from May 2011 till May 2015** handling Contract business along with SI Projects for Dell Blade Server,Workstation,Desktops ,Laptops along with DELTA Online/Li Ups,Kiosk,APPLE Products and Sony Projector.Looking after the Northern India Sales for Educational vertical.Some of the universities being handled are DU,JNU,IGNOU,NIT,DTU,NIFT,JAMIA MILIA ISLAMIA,NSIT,DTTE.

Agmatel has a Pan India presence with offices around 20 locations along with International presence in Singapore.

**Worked with NIKOM INFRA SOLUTION P LTD from March 2010 till April 2011 as Asst G.M.** NIKOM is partner for APC for Data Centre consulting,Data Centre infrastructure turnkey projects including Tier 4 Data Centre.They are also Partners for HP,Fujitsu and Dell.I am heading the IT Division for their Corporate and Govt segment. Looking after IT Projects for Northern,Eastern and western region.

**Worked with Albion Informatics P Ltd as Dy.General Manager from September 2008 till Feb 2010..** Albion is the Business Partner for IBM for their Power and Utility Division,also partners for HP/CISCO/JUNIPER/MICROSOFT and Tata Communications.They are also into Data Centre, Infrastructure services,FMS,RMS,Security,Storage Solutions,NPLC,IPLC,MPLS-VPN Solutions.I am looking after the Pan India Sales for both Products & Services..

**Worked with “TRIMAX IT INFRASTRUCTURE & SERVICES LTD” from APRIL 2007 till August 2008,** an ISO 9001-2000 certified company as **Manager Business Development** . I have over 15+ years of rich experience in Business Development, Sales, Key Account Management, Corporate Sales, for the IT products and Services.Trimax are the leading System Integrator and IT FMS company & are also into Hardware & Software acquisition services, , turnkey network projects, remote management,storage & security services, WAN & VPN solutions, structured cabling,thin client, wireless solutions. They are also business associates & service provider for HP,ACER, IBM, UNISTALL, MICROSOFT & LINUX.Also are the empaneled System Integrator for BSNL.

*Core Competencies include:*

Business Development	Data Centre	BOO/BOOT Model
Corporate Sales	Remote Infrastructure Management	MPLS/VPN
FMS	System Integration	E-Governance Projects

**CLIENTS:-** GLOBERIAN/MINDFIRE SOLUTIONS/AREVA/FICCI / ACME TELE POWER / HPCL/ SAIL/ RITES / VSNL /DELHI UNIVERSITY/IP UNIVERSITY/TAJ Group / Delhi METRO / AUTOMAX / GAIL / JINDAL / SYNDICATE Bank / SBI / CORPORATION Bank / BIRLA Group/JP GROUP/

**Job Profile** - Handling the Business Development Team, Major Corporates,BPO/ITES , Banks, Hotels, Embassy & Public Sector independently. Also focusing on facility management services,E-Governance project, AMC,networking projects,sale of branded PC's, Servers, Laptops, Network Printers & Wireless Solutions.

- Project Sales
  - Managing regional sales targets,
  - Identifying and developing strategic accounts and maintaining customer satisfaction,
  - Proven sales success record,
  - Experience in sales of turnkey projects/third party outsourcing /IP networking products and/or sales management,
  - Generate New Leads & Business Development,
  - Handle sales in area that is to handle customer enquiries, arrange presentations and demos, design systems, give quotations, pursue other purchase formalities, negotiations, monitor the activity of the implementation team, collection of payments,
  - Be responsible for the achievements of targets for the Quarters,
  - Pre/Post sales customer relations,
  - Assist the execution team in designing, programming & documentation of the project by giving the required details,
  - Coordinate all the post order activities with the Project Manager & the Project Coordinator,
  - Make sure the project completion deadlines are met,
  - Any other work duty assigned by the management,
  - Responsible for managing clients. Application oriented selling to clients. Establish & Manage relationships with top tier houses help open door to large accounts,
  - Performing Demonstration & technical presentation to convince the parties on product, as well as to propel there interest further into sales process of pricing, negotiation & closure,
- Experience working with ISPs, Asps,BPO,Corporates,Telecom companies and enterprises.

**Worked with "Zenith Computers Ltd" from June 2005 till March 2007 as Business Development Manager.** One of the largest PC manufacturers in the country producing 12000 pc per month. ISO 9001& ISO14001 certified manufacturing facility spread over 40,000 square feet area at Goa. Nationwide support through 25 branch offices & 80 direct support location & 700+ channel partner Zenith exports to Europe, South Africa, Middle East & SAARC countries. Zenith corporate headquarters is in Mumbai & turnover is more than 300+ crore.

**CLIENTS:-** Wigan & Leigh/Delhi University/IIT /NCERT/KENDRIYA VIDYALAYA/NAVODAYA VIDYALAYA/NEW

HORIZON/AICTE/UGC/AIIMS/CBSE/MERI/NISCAIR/FORTIS/HAVELLS/PUNJLLOYD/APEEJAY/IIFT/JIIMS/ IMM/MAHARAJA SURAJMAL INSTITUTE/BHARTIYA VIDYAPETH/ICICI GROUP/TATA GROUP/SBI etc.

**Job Profile** - Was handling the education vertical. Also I was heading the education team in Northern India looking after the institutional sales both in Corporate as well as Govt. sales. We were focusing more on pc and desktop sales in Delhi/NCR as well as in the northern region. I was reporting to the branch head in Delhi and also used to send my reports daily as well as weekly to the head office in Mumbai. We would give presentation of our laptop to various institutes. I was also responsible to quote for tenders for the Govt. Institute preparing both the financial as well as technical bid. Our main focus was mainly where the indent is more than 500-1000+ desktop & 200-500+ laptop.

**Worked** with **“SYNAPSE”** from Jan'02 –May 2005 as Sales Manager. They are business associate for HP, Compaq, IBM, Intel, Microsoft, Canon and APC. They are into sales and integration of branded pc, server, laptop and projectors. Also into high speed scanners, networking products, AMC, facility service management, sale and implementation of Microsoft, Linux, Unix, Oracle, AutoDesk, Symmantec, Adobe, Veritas and other software's. Plus into rental solution for IT products (PC, Laptop, Server, UPS, Printer, Scanner and LCD projectors)

**CLIENTS:-** Jaiprakash Group, Jacobs, MBD, CII, LAKSH, NABARD, HPCL, G E Capital, Pepsi, Moser Baer, ST Microelectronics, American Embassy, Bay-Packet Technologies, ABN AMRO Bank, NTPC, BHEL, VSNL, DOEACC Society, I- Energizer.

**Job Profile** - Handling the Corporates, BPO, Banks, Financial Institution and Public Sector.

Worked with **SKTD INFORMATION CONSULTANT (P) LTD** from Jan'00 till Dec'01 as Sales Manager. It's a total solution based consultant company having offices in USA, Singapore, Delhi, Gurgaon, Pune. Focusing on Turnkey Projects, Facility Management, Design & Implementation of Data & Voice Communication Network, VPN, Structured Cabling, Fiber Optics, Outsourcing, ERP and CRM. Having cliental in USA, Europe, Asia Pacific, Middle East and India.

**Job Profile** - Handling the Business Development Team and Major Accounts independently.

*Major focus area – Corporate, Institution & Turnkey Projects.*

Worked with **Intec Automation (P) Ltd.** in **Sales** from *Jan'96 till Dec'99 as Territory Manager.* They are the service provider for HP, IBM, INTEL and CISCO. Solution provider for LAN & WAN projects. Also into Turnkey projects all over India.

**Job Profile** - Providing total solution to Corporate, SOHO and Govt. Sector. Reporting to the Director.

Worked with **Eastern Data Products** in **Sales** from *Jan'94 till Dec'95 as Senior Executive.* They are into Software Development and customized solutions. Having head office in Kolkata and regional office in Delhi.

**Job Profile** – Selling of Financial package (ACCORD) and Investment management package (MIDAS) through institutional sales. Reporting to the Regional Manager.

## **PROFESSIONAL QUALIFICATION**

**P.G.D.B.A.** : Annamalai University (1995-96)

**(Post Graduate Diploma in  
Business Administration)**

**Honours Diploma in  
System Management (Computers)** : Informatics Computer Institute (1990-92)

**Diploma in Export Management  
(International Trade)** : Foreign Trade Development Centre  
(FTDC) 1996.

## **ACADEMIC QUALIFICATION**

**B.Com** : Delhi University (1993 - Aurobindo College)

**Intermediate (Commerce)** : CBSE (1989 – S.D. Public School,ND)

### **PERSONAL DETAILS**

**Name:** **DIBYENDU DUTTA**

**Father's Name** : Mr. M.K. Dutta

**Date of Birth** : 05-12-1971

**Sex** : Male

**Marital Status** : Married

**Spouse** : PGT Teacher(Dwarka,ND)

**Passport No.** : **M1895556** (Validity 2024)

**Languages Known** : English, Hindi, Bengali

**Hobbies** : Travelling,Interaction with People and their Culture, Sports,Music ,Experiencing new cuisine.

### **OBJECTIVE :**

To excel in a challenging atmosphere with a growth oriented company. To be focused and goal oriented. I personally value a competitive work environment that values Competence, Commitment and Integrity in my growth as an Individual and as a part of a Team for attaining prescribed goals.Looking for preferably Delhi Based Pan India Government IT Projects Business Development/Sales.

**Place :** New Delhi  
**Date :** 14/02/2023

**(DIBYENDU DUTTA)**