

SREERAJ V. P.

WORK EXPERIENCE

Manager (IT and Surveillance)

Feb. 2014 - Till Date **Entesos Enterprise Solutions (P) Ltd.,** Kochi
 Domain : Retail, Distribution, Service, Software Development and implimentation
 Software Domains worked : Hospital, Retail

- Finalise the software design and architecture for the software products.
- Co-ordinate with the marketing, design, development and implementation.
- Finalising the development cost and determine the price for products.
- Finalise the recruitment process of the department.
- Control the day to day financial activities of the company.
- Formulate the financial plans and budgets of the company.
- Coordinate with the auditors and accountants to prepare the final accounts.
- Formulate business plan for the Surveillance and Software Division.
- Monitor the sales, installation and service divisions
- Make the purchase as per the market trends and orders.
- Make marketing plans, sales schemes for dealers and incentive plans for FOS.

Manager (Systems & IT)

Feb 2011 – Jan. 2014 **Lens and Frames Opticians.,** Kochi
 Domain : Retail

- Managing the day to day activities of IT Infrastructure like servers, firewall, etc. for the head office and 23+ branches spread across the states.
- Design the ERP software as per the requirement of the organisation.
- Co-ordinate with the development company for the development and implementation.
- Identify the system requirements for the new implementation and fill the gaps with new or upgraded hardware and software
- Generate the MIS reports as per requirement of the management using SQL.

Functional Consultant ERP

Nov. 2010 – Jan. 2011 **Maverick Infotec (P) Ltd.,** Mysore
 Domain : Accounts

- Design add-on for providing sub ledger accounting and other client requirement on SAP Business One, test and implement it.

Functional Consultant ERP

Jul. 2009 – Nov. 2010 **Nortech Infonet (P) Ltd.,** Kochi
 Domain : Retail

- Conduct Business Study in Organizations and Prepare Business Understanding and Blueprint for Implementation of ERP.
- Provide guidance to Technical Consultants for customization and addons.
- Testing of add-ons, customizations and reports.
- Data migration from legacy system to SAP Business one.
- Provide pre and post implementation Support.
- Provide SAP Business One Training for clients.
- Provide Presales consulting for SAP Business One.

Unit Manager

Feb. 2008 – Mar 2009 **ICICI Prudential LIC Ltd.,** Kochi
 Domain : Insurance

- Recruiting Financial Advisors from the age group of 18 to 60.
- Manage, motivate, and train them for achieving the desired target.
- Conduct meetings, give sales presentations, etc.

**ABOUT ME**

Result oriented, Hard working with innovative ideas and problem solving ability. Who has been in the industry for more than 10 years. Detail- and results-oriented individual with above-average critical thinking skills, time management skills, and organizational skills. Who communicates well with clients, co-workers, and supervisors alike. Interested in getting results and ensuring a great customer experience for each client.

Highly motivated self-starter who maintains high team morale during difficult times. Take charge manager who resolves difficult situations under adverse conditions.



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LANGUAGES

ENGLISH

HINDI

MALAYALAM

PROFICIENCY

SAP BUSINESS ONE

MS SQL SERVER

CRYSTAL REPORT

WINDOWS SERVER

WI NDOWS CLIENT

LINUX

ORACLE DB

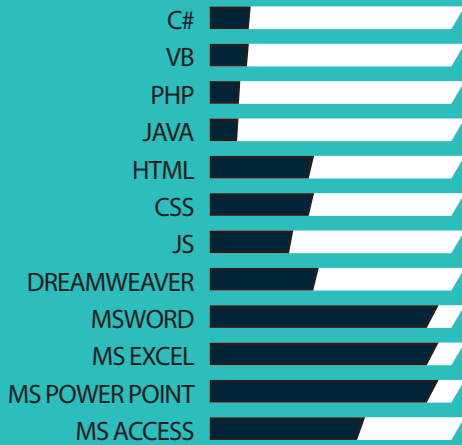
TALLY

INDESIGN

PHOTOSHOP

CORELDRAW

PROFICIENCY



PERSONAL

DOB 27 NOV 1977
RELEIGN HINDU
FAMILY STATUS MARRIED

Team Manager – PL

Jan. 2005 – Feb. 2008

Swiss Capital

(DST of Standard Chartered Bank)

Kochi

Domain : Personal Loan

- Managing team of FOS and TME in the Personal Loan Division.
- Recruiting the team for PL Division.
- Fixing up of Monthly target, motivate them to achieve the target, helping them in closing the Sales.
- Verifying and Processing the applications for logins
- Follow-ups of the logins, and making the Executives to rectify the defects if any.

Team Leader

July 2002 – Jan. 2005

Waves Communications

(AirTel Connect)

Cherthala

Domain : Mobile

- Coordinate the sales and activation team.
- Implementing the marketing techniques prescribed by the airtel.
- Recruiting the marketing team.

Sales Representative

July 2000 – Nov. 2000

Eureka Forbes Ltd.

(DST of Standard Chartered Bank)

Kochi

Domain : Sales

- Marketing the Aqua guard water purifier.

EDUCATION

B.Com. - Bachelor of Commerce with Commerce Main.
University of Kerala. 2000

HONOR

ICWAI - Completed Course for Intermediate.
Institute of Cost and Works Accounts of India.

MCP on Windows Server and Client.
Microsoft Corporation.