

Damanjit Singh Aurora

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Work Experience : 7+ yrs

Experience Summary

- Post Graduate Diploma in Management (Full Time) from **Xavier Institute of Management, Bhubaneswar** with an engineering background in electronics & telecommunication
 - 7+ years of experience in Banking & Financial Services Industry
 - Experience in working with **top management** and **C level delegates**
 - Areas of expertise include **Consultative Selling, Hunting, Account Management, Client Relationship, Bid Management, Presales, Solutioning, Relationship Building, Client Visits** and **stakeholder analysis**
 - Good **cross-cultural** understanding through interactions with overseas clients
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SunTec Business Solutions: Feb'17 – Till Date

Manager – Sales and Business Development

Roles and Responsibilities:

- Generate new logo wins across Europe & Indian Markets
- Built Pipeline close to 7.5 Mn USD during the first 2 Quarters of inception
- On-boarded new logos and managed end to end sales process from RFX stage to Contract signing process
- Partner Channel Management
- Representing SunTec at leading regional and global BFSI events

ValueLabs: Jun'16 – Jan'17

Manager – Sales/Business Development for a fintech product

Roles and Responsibilities:

- Defining and formulating GTM strategy to launch the product in US markets
- Identifying potential markets for the product launch
- Working closely with the lead gen team to make sure that the right message is passed to the prospects

HCL Technologies: Feb' 15 – Jun'16

Deputy Manager – Sales/Bid Management in Business Solutions Group (BSG) and responsible for handling Strategic Deals across Europe, USA, UK and APAC for HCL Financial Services.

Roles and Responsibilities:

- Working as a part HCL Financial Services division which is responsible for generating around **28% revenue** for HCL Technologies.
- Experience in working with clients across **Europe, USA, UK, APAC** and was involved in submission of RFP/RFI/EOI responses for various global clients.
- Experience in handling strategic deals for clients across different geographies with **deal size greater than USD \$80 Mn.**
- Worked on proposals showcasing drivers and values that supported the business case for the best and competitive **Total Cost of Ownership (TCO)** to the customer.
- Liaise with the different global teams to develop Proposals/RFP responses that lead to winning new business.
- Craft sales decks/artifacts, collaterals for HCL and clients that assist in strategic sales closures.

- Handled end to end **Client visits with CXO level delegates** for business enablement.

Polaris Financial Technology: July' 13 – Jan' 15

Assistant Manager – Business Development/Presales for Polaris Financial Technology was based out of Nairobi, Kenya from September 2013 to December 2013 and was looking after East Africa Markets. Currently based out of Chennai, India and looking after Presales and working as a part of Bid Management Group which is **responsible for Strategic Deals for Polaris' Product Division (Intellect™)**

Roles and Responsibilities:

- Working as a part of the unit which is responsible for generating around **40% revenue** for Polaris' Product Division.
- Involved actively in complete sales cycle process starting from the lead generation to closure.
- Experience in working with clients across East Africa and was involved in submission of RFP/RFI/EOI responses for various clients.
- Experience in handling **strategic deals** for clients across different geographies with deal size **greater than USD \$4 Mn.**
- **Competitor Analysis** and **Market Research** for **East Africa** (Kenya, Tanzania, Uganda, Rwanda and Ethiopia) markets and **handled client meetings** and did **sales pitching** for the Software (Intellect™) in **Kenya**.
- Documented a **detailed report** focusing on the banking solutions used by banks across East Africa and made a **heat map** for pitching our product to various banks in the geography.
- Worked on proposals showcasing drivers and values that supported the business case for the best and competitive **Total Cost of Ownership (TCO)** to the customer.
- Liaise with the different global teams to develop Proposals/RFP responses that lead to **winning new business**.
- Handled and worked on proposals for analysts like Forrester, Gartner, Ovum Consulting, Towergroup for **branding and positioning of Polaris vis-à-vis its Competitors**.
- **Craft sales decks/artifacts, collaterals** for Polaris and clients that assist in **strategic sales closures**.
- Involved in **Client Interactions** and worked with **partners** to map people at different levels for **business enablement**.

Infosys Technologies: July' 08 - June' 11

Application Developer, Finacle e-Banking, the universal banking solution from Infosys.

Activities:

- Coding & development
- Requirements Gathering
- Solutioning & design across SDLC cycle
- **Led the 'BETA Support team'** for Finacle e-Banking application.
- **Suggested and incorporated** performance related improvements in e-banking solutions **reducing build time by 50%.**
- **Mentor for graduate hires in Infosys.**

Projects:

Project # 1 Development in Finacle E-Banking Solutions, Bangalore

Project # 2 Support in Finacle E-Banking Solutions, Bangalore

Achievements:

- **Led the 'BETA Support team'** for Finacle e-Banking application **(2010-2011).**

- **Single Point of Contact** for client interaction (2010-2011).

SUMMER INTERNSHIP: Ruchi Soya Industries Ltd.: Apr'12-June'12

Project Title: Distribution channel and Super Stockist audit of Consumer Brand Division of Ruchi Soya Industries Ltd.

Highlights:

- Covered **11 Super Stockists, 26 Sub Distributors** and **100+ Retailers** across **Uttar Pradesh** and **North Delhi** markets to understand the **brand perception** and **issues faced** across channels.
- Identified the pain points and did an analysis on factors like **other brands** the super stockist and distributor deals with, **revenue generated** from other brands vis-à-vis Ruchi Soya, the **profit margin, offers** and **promotions** which gave a holistic view of the dealer and the brand.

Educational Background

Degree	Specialization	Year	Institution	Grade / %
PGDM	IT & Marketing	2013	Xavier Institute of Management, Bhubaneswar (currently Xavier University)	5.27/8
B.Tech	Electronics & Telecommunication	2008	Gandhi Institute of Engineering and Technology, Gunupur, Odisha (University : Biju Patnaik University of Technology, Rourkela, (BPUT))	7.99/10
XII (ISC)	Science	2003	St. Paul's School, Rourkela, Odisha	63.50%
X (I.C.S.E.)		2001	M.G.M English School, Rourkela, Odisha	74.20%

Extracurricular Activities:

Travelling, Playing LAN Games, Biking, Cricket, Swimming.

Declaration

I hereby declare that the above information provided is true to the best of my knowledge and belief.

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