

AKHIL DATTA

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PROFILE SUMMARY

Has 7 years of diverse work experience with MNC across Business Development, Operations, Process Improvement, Dashboards MIS Analytics, in areas of NBFC, Insurance and Technology Domain in India and Middle East.

MBA graduate from IMT, Institute of Management Technology (Dubai Campus), ranked Top Business School in Middle East with specialization in Marketing.

- Global education (Dubai, France, India) & International work experience (Dubai, Qatar, India).
 - Trained on GE's Six Sigma & Lean methodology.
 - Highly motivated, effective team leader with excellent communication, presentation & strong analytical skills.
 - A systematic, organized and dedicated team player determined to be a part of a growth oriented organization.
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PROFESSIONAL EXPERIENCE

Adobe System India Pvt. Ltd, Renewals Specialist – Renewals (Noida, India)

Mar'16-Till Date

- Lead a team of 4 members to achieve target of USD 2 million per Quarter.
- Managing day to day sales operations for 40 Accounts across the North America region.
- Engaging with Adobe Business Development teams in the field, Adobe end users, distributors and resellers to present renewals quotations, respond to questions for Adobe Platinum Maintenance & Support services.
- Engaging with, driving & motivating account managers & partners to assist in driving renewals to conclusion.
- Engaging as required with business partners in sales, legal, finance, etc. to resolve issues raised by customers of partners related to services renewals.
- Managing the opportunity pipeline from week to week, providing accurate and timely updates to management on progress and outlook.

Aptec - Ingram Micro, Sales Specialist – Sales (Dubai, UAE)

June'14-July'15

- Spearheaded business development for Linksys networking products (Modem, Router, Switch, Access Point, IP Camera)
- Lead a team of 5 members to achieve target of USD 1.5 million per Quarter by rigorous follow up, running promotion campaigns and logistics management.
- Managing day to day sales operations for 80 Mid-Size Enterprise channel partners across the Gulf region.
- Drive market share by lead generation, activations of inactive accounts – Achieved 33% increase (60-80) in customers.
- Prepare MIS reporting for business & channel performance for all stake holders.

British Telecom e-Serv (India) Pvt. Ltd, Associate – CDSS (Gurgaon, India)

Aug'13-June'14

- Managed sales lead, upsell, cross sell by aligning Project Managers, Engineers for Global contracts.
- Achieved 100% Accuracy within Service Level Agreement – Improved CSAT level from 65%- 90%
- Publishing Daily Quality Performance MIS dashboards and performing daily internal quality audits.
- Support response to RFQ, RFP and maintain activity based on database.
- Internal Process Improvement by capturing process deviation and process mapping.

- Managed business development, market mapping of Microsoft software OEM license and hardware products.
- Achieve target of US\$ 0.5 million per Quarter by rigorous follow up on leads and convert them into sales.
- Increased customer base by 150% (20-50) SME Channel partners by activation of inactive clients.
- Installing & Distributing marketing collaterals and organizing training events for channel partners.
- MIS reporting, stock planning and supply chain management by using SAP.

Sep'10–Jun'12

Aug'08-July'10

- Process Improvement, automating & streamlining reports, creating process map – Saved 1.5 man hours per week.
- Managed Pan India MIS Dashboards & data – Single Point of Contact for data management.
- Induction & Training of new joiners to the Renewals process.
- Organized CSR Activities – Cancer Awareness, Blood donation & Vaccination camps.

Aug'07-Aug'08

- Managed end-to-end activity of procuring, printing & dispatching 60,000 legal notices.
- Publish daily MIS reports & dashboards for senior management.
- Internal Audit of financial bills raised by in-house tele-calling agencies.
- Managed Pan India MIS & data – Single Point of Contact for data management.
- Blocking delinquent accounts & upload trails on GE Mainframe – Vision Plus in Australia.

<ul style="list-style-type: none"> • MBA (Marketing) - IMT, Institute of Management and Technology, Dubai Campus, UAE • MBA Exchange Program (International Marketing) - Paris School of Business, Paris, France 	<p>Sep'10–Jun'12</p> <p>Sep'11–Dec'11</p>
<ul style="list-style-type: none"> • BA Honors (English Honors) - Delhi University, New Delhi • Commerce, St. Cecilia's Public School, Vikas Puri, New Delhi 	<p>July'04–July'07</p> <p>May'04</p>
<ul style="list-style-type: none"> • Currently pursuing Project Management Professional (PMP), Project Management Institute (PMI) • GNIIT program, National Institute of Information Technology, New Delhi 	<p>Pursuing currently</p> <p>2005-2006</p>

- Six Sigma & Lean Methodology Training July'08
- Project Management Professional (PMP) July'13
- Time Management Dec'07

TECHNICAL CERTIFICATES

National Institute of Information Technology (NIIT), New Delhi, India

(2005 - 2006)

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| • Developing Desktop & Distributed Application using VB 6.0 (150 Hours) | Mar'06 |
| • Creating Web Applications using JAVA (108 Hours) | Jan'06 |
| • Implementing Database Design with SQL 7.0 (56 Hours) | Feb'05 |

SKILLS

- Microsoft Visio, Microsoft Office
- Vision Plus (V+) Receivable System
- SAP

PERSONAL DETAILS

- Date of Birth: 27th January, 1986