

Pavan Agnihotri

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Summary

A performance-driven and result-oriented professional with over 6 years of experience in sales, presales, concept selling business development, and key account management. Has experience in closing business deals at CXO, VP and Director Level. Has an ability to effectively plan, organize, prioritize, and implement business strategies. Experienced in managing sales and business development for multiple services. Proven success in developing new business accounts.

Qualification

MBA in Marketing from BMS College of Engineering 2004-2006

Bachelor of Science in Computers and Electronics from Gulbarga University 1999-2002

Professional Experience

Netconnect Private Ltd, Bangalore**since November 2013****Role- Business Development Manager-Staffing****Responsibilities**

As a Manager - Business Development into Recruitments, leading various verticals with top Corporates in India. Handling Business Development & Delivery (Permanent & Temp Staffing) assignments for across industries and functions in India.

Generating the new business from the existing clients and to acquire new clients.

Managing business development activities & accountable for the top-line profitability.

Developing prospective clients and maintaining relation with old clients.

Dealing with the key clients for PAN India recruitment.

Closure and Collection - Salary negotiations if required, follow up regarding any Offer letters issued, Regular follow up with candidates to ensure joining, Raising bill and ensure timely collection.

Search Plan & Recruitment Efforts: Consult with client account managers regarding manpower support. Devise ramp- up plan/ search plan and adopt effective search strategies to meet client needs within time frames agreed upon.

Negotiating and communicating with the clients and the team on salary, notice period, role and offer of the candidates till the joining.

Regularly meeting clients to understand their recruitment needs and make sure that recruitment team fulfills the needs of the clients to maintain relationships and good rapport.

Work closely with recruitment staff and internal team to ensure clear requirements definition and specific recruitment to meet the client's expectations.

Achievements

Acquired 3 new business accounts in a month with a collective business of 1.5 crores per annum. Established contacts with top companies like Cognizant, Walmart, Robert Bosch and generated potential long-term business enquiries. Currently has a sales funnel of 1 crore.

TATA Elxsi Limited

Role- Senior Executive- New Business Development
Location-Bangalore

April 2011- November 2013

Tata Elxsi specializes in Industrial design, technology and engineering services business. The company caters to various industry verticals like **Automotive**- in terms of CAS, CAE, CAD Engineering services and Human Machine Interface design, **FMCG**- Packaging and structure design, graphics/label design and branding, **Software**-in terms of user interface design, interaction design, information architecture design, and user research and usability testing. **Consumer electronics and Healthcare**- in terms of Product design, Ergonomics consultancy, Prototype Design and complete Mechanical design support. Industrial design has a sub-division called Visual/Experience design which specializes in retail store design, space planning, and signage and Environmental Graphics design.

As a new account development manager, I was responsible for generating potential business leads to sell aforementioned services.

Achievements- Developed a new business account in form of TP Vision India- A Philips Company for Tata Elxsi's User experience design service. Set up an onsite development team with 2 resources. The engagement initially was for 1 year by the end of which we received excellent feedback in terms of deliverables and client coordination. As a result, we have an extended service agreement for 3 years with the client. The business is worth 60 lakhs per year.

Re-activated some major FMCG accounts which had been inactive due to some deliverables issues. Initiated discussions and resolved the issues with the help of delivery team. Developed 3 such accounts and obtained 2 back-to-back orders from each account. The business is worth 30 lakhs each per year.

Negotiated and closed a major deal for Signage design Consultancy job with one of the Metro Rail projects in South India.

One of the major achievements in the recent past- Generated a potential business lead through cold call with SAP Labs' user experience design division. Got an MSA with SAP for business worth 50 lakhs.

Primary Responsibilities

- Responsible for heading up expansion in new markets. Responsible for pre sales, sales, business development and marketing of Industrial design services for the region- South India.
- Capitalizing on market opportunities with respect to all Industrial and Engineering services to improve product marketability and profitability.
- Responsible for devising specific plans to ensure revenue growth in all company's services.
- Profiling companies and categorizing industry wise potential targets to sell industrial design, visual design, and engineering services, and design relevant business presentations.
- Working closely with the Head global sales to identify, map and develop new business accounts, plan and develop sales and marketing strategies.
- Direct talks with clients' key decision making stakeholders from sales pitch stage to closure.
- Making business proposals integrating contract requirements and deciding upon pricing for off-shore and onsite business engagements.
- Build, Maintain, and continuously update market intelligence data in terms of industrial design trends, competition information, and pricing.
- Responsible for quality control in order to continuously improve service levels and deliver quality service consistently to clients.
- Measuring performance of deliver teams through customer satisfaction feedback.
- Working closely with the Marketing team to identify relevant platforms in terms of packaging expos/seminars, trade shows and other promotional events to market our services.
- Stay abreast of technical developments in areas of industrial design through research, reading, workshop participation, and field visits in order to assist in strategic planning.

Asian Paints India Limited

Location- Bangalore
Role: Projects Sales Officer

August 2007 to April 2011

Key Responsibilities

- Designing comprehensive business plan in order to have a clear understanding of work priorities and the Key Result Areas of the Sales team. The business plan incorporated the sales target to be achieved, list of completed and upcoming projects in the assigned territory, strategies to improve the performance of the underperforming projects sales dealers, list of products that require attention, and the list of issues to be addressed.
- Coordinating with the internal departments for an effective management of the resources like material, financial, people and time.
- Making arrangements for free sampling of the products according to the client specifications. Negotiating the payment terms with the clients.
- Liaising with the client, the dealer and the painting contractor to form a competitive Product and Labour price quotation.
- Managing a team of direct sales associates through motivation, direction, and information/Knowledge sharing.
- Identifying the training needs and make arrangements for the training programs for the development of the team members.
- Monitoring and reviewing the performance of the team members on a regular basis.
- Ensure an effective material requirement planning by constantly being in contact with the warehouse manager in order to avoid delays in delivery due to non-availability of the required stock.
- Making arrangements for the product training programs for the Architects, the Dealers, and the applicators.
- Interacting Architects, Builders, Project Managers, and Painting Contractors to communicate the services provided by the Asian Paints Project Sales Department in order to have a long-term business association them.
- Making necessary revisions in the business plans according to the organizational requirements. Ensure that the product KRAs are allocated among the projects sites with respect to the business potential of the sites.

Employment 1- Classic Fashions India

Role: Senior Sales Officer
Location- Bangalore/Gulbarga

21 Aug 2006 to 20 Aug 2007

Key Responsibilities

Analyzing the business potential of assigned territory in order to set sales targets on a monthly basis. Ensure effective communication of the product schemes to the distributors and retailers. Ensure high service level efficiency through on-time issue resolution. Ensure that the distributors maintained minimum stock specified by the company. Planning the material flow through proper coordination with the internal departments. Inculcating upon relationship development with the distributors through regular information sharing and follow-up on issues. Identifying Products that are under performing and required to be promoted. Ensuring high efficiency level in terms of collection of payments for the supplies made. Forming a comprehensive business plan for the territory. Developing strategies to have an increased percentage of sales. Conducting promotional activities to demonstrate the company products in order to create brand awareness. Reporting the developmental activities required to enhance the business performance of the territory.

Personal Details

Name	Pavan Agnihotri
Father's Name	Narasimha Agnihotri
Date of Birth	15-08-1981.
Languages Known	English, Kannada, Hindi, and Marathi
Marital Status	Single
Gender	Male

Date-	Pavan Agnihotri
Place- Bangalore	