

PRASHANT SHEKHAR

Email: prashantshek@gmail.com

Mobile: +91-9163303032

Looking for position in Value chain of the Organization and be a part of the primary activity team, creating & sustaining superior performance.

Executive Summation

Key Competencies

- o Business Development
- o IT Solution Sales
- o Solution Design and Presentation.
- o Key Account Management & Channel Management
- o Monitoring Regional Sales
- o SI Partners Management
- o Team Management

- Business executive with 7.5+ years experience in Business Partner and Customer Relationship Management in information technology products, systems & solutions companies with demonstrated & acknowledged skills.
- **Currently associated with Acer India at Kolkata as Assistant Manager (Corporate, SMB & Education) .**
- Capable in managing business development encompassing Corporate, Partner Management and relationship management.
- An impressive communicator with honed interpersonal, team building, negotiation, presentation, convincing and analytical skills. Ability to think out of the box, and contribute ideas towards achieving excellence.

Professional Credentials

Asst. Manager –Acer India Pvt Ltd.

Feb'12 till date.

Geography Handling- WestBengal, Sikkim, Bihar, Jharkhand, Orissa and Chhattisgarh.

- Sales & distribution, marketing, operations, setting partner sales targets, budgeting & execution Managing and establishing channel for Corporate, SMB & Education Vertical.
- New customer / partner identification, acquisition & retention in Channels ,Education & SMB customers
- Sales lead generation & progression, cross-selling, competitive positioning, negotiation.
- Executing opportunity pipeline creation & management plans for Business Partners
- Organizing training, enablement & certification programs for Business Partners
- Executing sales promotion schemes & campaigns, tracking, measurement, evaluation & reporting
- Tender Specing and Solution design for Customer.
- Pre Sales consultancy to the customer and partner.
- Managing relationship with National Distributors like RIL, IMIL ,Link and enabling B2B Business thru IT partners.
- Conceptualising new solutions in various verticals for Technical and non Technical support to strengthen new arena for sales of products and softwares.
- New market entry and driving sales strategies for attainment of periodical targets with a view to optimize revenue from given Market

Senior-Account Manager (S&t) - Wipro Infotech.

July'08 till Feb'12.

Market:

Kolkata,Bihar and Jharkhand.

Responsibility & Key Role:

- Overseeing business development with accountability of profitability and achieving monthly/ annual sales targets & executing them in a given time frame.
- Managing and leading a team of three Member and handling ND ASM's.

- Charting out new paths for ensuring long-term revenue growth and maintaining relationships with customers in Defence, Govt. and Education to achieve repeat/ referral business.
- Proposing and designing solution for Customer's IT requirement.
- Tapping new markets and coordinating with channel partners to penetrate these segments to expand business & generate income.
- Driving sales strategies for attainment of periodical targets with a view to optimize revenue from given Market.
- Implementing sales promotional activities and market development initiatives.
- Involved in marketing development activities and ensuring sustained promotion to build revenues and expand sales.
- Identifying and networking with financially IT Solution Centric channel partners and SI's, resulting in deeper market penetration and Customer reach.
- Managing and generating Business from Enterprise Partners and System Integrators

Sales Executive-Enterprise Business–HCL Infosystems Ltd

August' 2007 – June'2008.

Market:

Kolkata-West Bengal

Responsibility & Key Role:

- For Volume Back to Back Cases do the End User Verification (EUV) and then go for requirement of Special pricing clearance (SPC) request as per the competitive scene in the accounts Customer Management – Handling Corporate, Govt. and defence clients as well making new corporate Clients.
- Exploring the business opportunities and mapping of the accounts.
- Conducting Development & integration of Commercial Channel Business for HCL as well Complete Ownership of the Small & Medium Business Enterprises for UPE.
- Identifying and networking with financially strong and reliable dealers/channel partners to sell mobility Solution.
- Analysis of market information to fine-tune the marketing strategies for the each buyer segment of the market and escalate business volumes
- Demonstration and Promotion programmes. Identifying Key Business Industry vertical and implement Growth strategies to generate New Business Vertical.
- Relationship Management with Big client Like BOC India, South Eastern Railways, RBI and Ordinance factory.
- Handling direct business for DGS&D for Toshiba Notebook
- Managing and generating Business from Enterprise Partners and System Integrators.

Achievement:

- ❖ **Made ten New Customers with repeat business, in a period of four Month, in Segments like PSU, SMB and Corporate with Business generation from dead Accounts .**

Sales Executive- Network Programs (India) Ltd & Victrion Pvt Ltd

October'2006 - July'2007.

About Network Programs India Ltd:

Founded in the United States in 1992, Network Programs is a pioneering software development outsourcer and innovator of the global delivery model. A wholly-owned subsidiary of the Jubilant Group, a US\$650M company, our solutions cover a wide range of software development services – onsite and offshore – provided to the telecommunications, electronics and business process outsourcing (BPO) industries. NPI has certifications for SEI CMM level 5, ISO 9001:2000 and BS7799 for information security. In addition, we adhere to the social accountability standard SA8000

Market:

Delhi and NCR

Responsibility & Key Role:

- Carrying responsibility for entire sales Cycle. Preparation of presentations and proposals, responsible for sales, marketing of products and services Responsibility of managing and growing customer accounts
- Identifying Key Business Industry vertical and implement Growth strategies to generate Business..
- Looking for new geographical regions in Northern India to expand business.
- Customer Management – Handling Corporate and Govt. and clients as well Making new corporate Clients.
- Corporate Sales of Middleware, Software and IT solution for call center (International and domestic).
- Total responsibilities for design and consultancy of RFID based Solution.
- Relationship Management with Big client Like Agility, IMD and Essel Group.

Achievement:

- ❖ Getting alliance for RFID S/W vendor and bringing solution for Warehouse management .

Sales Trainee–HCL Infosystems Ltd

September '2005 -October '2006.

Market:

East Delhi, Trans Yamuna.

Responsibility & Key Role:

- Customer Management – Handling Corporate, Govt. and defense clients as well making new corporate Clients.
- Conducting Demonstration and Promotion programmes. Identifying Key Business Industry vertical and implement Growth strategies to generate New Business Vertical.
- Relationship Management with Big client Like LKP Shares and Securities and UPSC. Payments and BR follow-ups.
- Generating of Govt. Accounts through DGS&D and Directly for Desktop ,Laptop ,Server.
- Taking cases of product portfolios like Storage, Security, Surveillance, and Office Automation.

Achievement:

- ❖ Bagging Order of 120 Desktop worth 2 Million in 3 Months of assignment .
- ❖ Secured Valuable orders from RBI, UPSC & Defence. Created New Important Accounts.

Academic Record

- **MBA** (PT Class Room-Perusing) from IIFT-Kolkata 2009-20012 Batch
- Engineering (Computer science & Engineering) from Gandhi Institute of Engineering, Orissa in 2005 (Secured 71% marks).
- **10+2 from DAV Public School 2000, Bokaro-Jharkhand**(Secured 65% marks).
- **ICSE** from St.Francis School ,Jharkhand in 1998 (Secured 76% ,marks)

Skills and Training:

Training:

- Account management and negotiation Skill-Wipro HRD
- Systems Academy'08-Server & Desktop.

Personal Vitae

Date of Birth : November 23rd, 1982
 Contact Address : House No.32D,Santoshpur, Kolkata-710075.
 Languages Known : English, Hindi, and Oriya.
 References : To be furnished upon request

PRASHANT SHEKHAR