**Rakesh Nanda**

Flat No-302, Sai Purvi Apartment, Somsundarpalya, HSR Layout, Bangalore

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**I am looking forward to pursue challenging assignments in Business Development, Key Account Management and Risk Analysis with an organization in IT sector.**

**PROFESSIONAL SYNOPSIS**

* **MBA (Marketing)** with total Experience of **3.6 Years,** in Sales and Marketing, Business Development, Key Account Management & Team Management.
* Currentlyassociated with **Channel Mentor IT Solutions pvt. Ltd, Bangalore** as a **Sales Manager.**
* Sound knowledge of existing as well as emerging industry practices, client mind set when solving business problems.
* Experienced in analyzing the business requirement of the customer and providing solution for that and cementing healthy relationship with the clients for generating new and repeat business.
* A team player with exemplary techno-commercial, analytical and problem solving skills.

**PROFESSIONAL EXEPERIENCE**

1. **Nov’2012 to till Date in Channel Mentor IT Solutions pvt. Ltd, Bangalore as a Sales manager.**

Headquartered in Bangalore, Channel Mentor was incorporated in 2003 as a Private Limited Company. Driven by highly experienced management team, the company has pioneered advanced business process automation solutions for industries. The domain expertise of the company spans Corporate Travel, Finance & Accounting, Marketing, Administration, Channel Management, Service and project management. Channel Mentor has implemented web based solutions in these areas in large corporate.

**In my current role I am directly reporting to sales Head.**

**Key Responsibilities:**

* Spearheading over sales process of Channel Mentor Travel Grid end-to-end solution & services portfolio to all key clients across Bangalore Region.
* Handling generation of leads through various channels and conversion of leads into potential business across all the service line.
* Hands on experience on both **inside sales and outbound sales.**
* Responsible for co-ordination with various teams to prepare RFP.
* Responsible for up-selling and cross-selling of Soft Source services.
* Positioning Soft Source’s Solution & Services for exploring market share from competitors.
* Currently responsible for Managing existing accounts and acquires new account across Bangalore.
* Doing in-depth market research to understand the domains.
* Hands on experience in handling a team of three sales executive actively.
* Extensive knowledge on Software product like **Travel Grid (corporate Travel Management system).**

1. **May’2011 to till Oct’2012 in ICICI Bank Ltd, Bangalore as corporate Sales manager.**

ICICI Bank is India's largest private sector bank with total assets of Rs. 5,367.95 billion (US$ 99 billion) at March 31, 2013 and profit after tax Rs. 83.25 billion (US$ 1,533 million) for the year ended March 31, 2013. The Bank has a network of 3,382 branches and 10,943 ATMs in India, and has a presence in 19 countries, including India.

**In this role I was reporting to cluster sales head.**

**Key Responsibilities:**

* Selling of banking products like Insurance, Loans, Accounts to the key corporate Clients.
* Handled a team of 4 sales executive actively by providing targets month by month.
* Experience in identify new opportunities, forecasting and reporting new business opportunities
* Involved in gathering Customer requirements, finding appropriate solutions, giving presentation regarding the product and services to the client, estimating costs, follow up, negotiate and close.
* Experience in dealing with CEO, COO, CFO, MD and Head of departments for closing deals.
* Achieving month by month targets given to the team.

**Key Achievements:**

* Brought prestigious accounts for ICICI bank like LUMINOUS, MICROTECH, DELOITTE, OLYMPUS, TATA SKY etc.

1. **Jun’2008 to Jun’2009 in Utkalsoft Technologies Private Ltd, Bhubaneswar as a Sales manager.**

Utkalsoft Technologies is a young and professionally managed organization, is committed to the growth of IT awareness among the people of Orissa and is an effective IT solution provider to various small and middle enterprises in the Eastern India, to suit their changing needs. We develop a range of curricula for people with diverse requirements, from IT professionals needing advanced training to business managers seeking to develop a competitive edge.

**In this role I was reporting to Managing Director.**

**Key Responsibilities:**

* Hands on experience on selling of **software** solutions like educational Institution management space.
* Involved in inbound sales activities like live chart, e-mail campaigns, social media, live sales phone call support and direct mail.
* Involved in outbound sales activities lead nurturing, sales appointment setting, follow up on target companies.
* Involved in generating Proposals, estimating Costs, Follow up, negotiating and close new business deals within the target segment.
* Responsible for requirement gathering at initial phase, conducting meetings between technical person and customer to finalize the detailed SOW, Calculating the effort required and estimating the project cost.
* Knowledge on selling of websites and web applications.
* Extensive knowledge on client interaction, requirement gathering, end to end sales.

**Internship/Academic Project**

**Title: Consumer Preference and Brand Loyalty towards IT Products with special reference to Sonata Software.**

**Organization:** Sonata Information Technology Limited, Mumbai.

**Duration:** Jun’2010 to Sep’2010.

**Exposure:** The project aimed with study of factors that affect to choose a software company

For purchase any product. Survey was done on 60 SME companies to evaluate clients’ need on software requirement. I was involved in analyzing clients’ feedback response on Software Company services, delivery, quality assurance, client relationship management etc. and found that building and strengthening relationships with key accounts thereby ensuring high customer satisfaction by providing them with complete support.

**Academic Qualification**

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| --- | --- | --- | --- |
| **Exam / Degree** | **Board / University** | **Year** |  |
| MBA(Marketing) | SCMS-Cochin, Kerala | 2011 |  |
| B.Tech(CSC) | CVRaman College Of Engg. –Bhubaneswar, Orissa | 2008 |  |

**Certifications**

* Certificate in Capstone Business Simulation from CAPSTONE.
* Certificate in IRDA from NSEiT LTD.

**Technical Exposure**

* MS Excel, MS PowerPoint, MS Office, HTML, TODE.
* SFA, SAS, SQL.

**Personal Details**

Date of birth - 18th July 1987

Languages - English, Hindi, Oriya.

Passport NO - H3731738

Nationality - Indian

Marital Status - Single

I declare that I will be a committed hard worker with willingness to update my knowledge in tune with the latest happenings in the field of software sales.

**Rakesh Nanda**