Seeking a challenging role as a Business leader in which my core skills can be utilized and nurtured

Education

* **PGDM** (Marketing), Full Time, SDM-IMD, Mysore, Mar 2009
* **Bachelor of Engineering** (Mechanical), BIT, Bangalore, May 2005

Summary of Experience

* 40 months as a **Key Account Manager** – Oracle India
* 12 months as a **Sales Manager – Strategic Accounts -** Servion Global Solutions
* 4 months as **Territory Head** in Eureka Forbes Limited
* 4 months as **Marketing Intern** at TaeguTec and iRobot India
* 24 months as a **Sales & BD Executive – Direct & Channel business** at BFW India

Professional Experience

**Company:** Oracle India Pvt. Ltd

**Duration**: July 2010 – Present

**Designation:** **Key Account Manager**

**Responsibilities:**

* Manage end-to-end sales activities in the Enterprise Accounts and responsible for revenues through both Direct/Channel Sales
* Understanding and gaining insights into the Customer's business environment & technology growth plans. Interfacing with their business/IT teams to grow the business opportunities for Oracle
* Consultative & Solution selling of Oracle stack to customers in collaboration with a complex/large Sales network of Channel partners, Value Added Distributors and System Integrators
* Establishing strong relationships at multiple levels within the prospective client company involving both IT & non-IT audience. To be able to connect the dots, consolidate the requirements & demonstrate the Value proposition of our solution to key stakeholders at CXO level
* Maintaining a strong team rapport with the Channel Sales Reps, through individual coaching, regular team meetings, goal clarification, deal strategy and bring about a collaborative effort
* Coordinate the marketing programs to identify key sales plays for Key customer segments and align our efforts with Channel Partners in the given Enterprise Account
* Managing the later stages of the sales process through facilitating technical presentations, discussions and POCs. Involving the right set of internal resources at Oracle and looping in the appropriate Channel Partner for a smoother execution of the sales cycle
* Managing the sales activities through Field Sales teams, Technology consulting teams and business development consulting teams. Coordinating the support activities for the assigned accounts through implementation & support teams
* Regularly work with Product development teams to communicate the latest product feature/capability to the Enterprise customers depending on their requirements
* Prepare pricing quotes and Proposals, driving customer negotiations, partner discussions to revenue attainment

**Company:** Servion Global Solutions Ltd

**Duration**: July 2009 – July 2010

**Designation:** **Sales Manager – Strategic Accounts**

**Responsibilities:**

* Responsible for managing and growing business within Key Accounts through both direct & indirect Sales
* Acting as a key communication point between customers, internal solutioning teams at Servion and Client-facing teams at Cisco
* Coordinating customized product demonstrations, POC’s, product specialist /domain expert interactions in collaboration with Pre-Sales team at Cisco
* Driving & managing the interactions among my client teams, Product team and Cisco team, in the area of Contact Center Optimization and customer service operations
* Establishing relationships at multiple levels within the Client company from IT, LOB till CXO’s and develop a strong business case to work with them and grow business within the account
* Preparing detailed project proposals and responding to the RFPs and RFIs by collaborating with cross-functional teams at Servion & Cisco, keeping in view the Budget & Time lines shared by the Client
* Understanding the relevant offerings from my company in the Cisco Practice and driving large & Complex Sales teams at Strategic Accounts
* Building various commercial models/pricing models based on the customer discussions to maximize account profitability and margins
* Foreseeing and managing the entire sales cycle from lead identification to driving negotiations with Customers, Partners & Principal company and AMC/Support contract interactions
* Coordinating with the legal teams/Finance teams to complete Non-Disclosure agreements, General Contracts and so on

**Company:** Eureka Forbes

**Duration:** March 2009-June 2009

**Role:** Worked as **Territory Head** - Industrial solutions (B2B) for Bangalore Market

**Company:** BFW India

**Duration:** Sept 2005 – June 2007

**Designation: Sales & BD Executive – Direct & Channel business**

**Responsibilities:**

* Developing & growing business within the OEM Customers by catering to their diverse internal requirements and having a deep understanding of their business & strategic goals
* Engaging with the customer’s LOB heads in positioning complex technology solutions and also involving partners such as Siemens Software, Cimatron etc
* Preparation and presentation of techno - commercial offer to the OEM Customers that comply with their stringent time / budgetary constraints. Setting the pricing models for both products & services within the Client Account, keeping in view the profitability & margins involved in the project
* Coordinating Sales activities through the Field sales, sales engineering and business development for seamless execution of the Sales cycle keeping in view short term & long term business potential from the Customer
* Collaborating with cross-functional teams in building the pricing/costing models, driving final negotiation meetings and Annual support contracts towards closure

Extra Curricular Activities

* Have participated and stood first in Marketing events & Management fests hosted by MCIM - Bangalore , TAPMI and Amrita Institute of Management, Coimbatore

Personal Information

**Date of Birth:** 27 Dec 1983

**Languages known:** English,Hindi, Kannada, Tamil and Telugu

**Passport Details:** I hold a valid Passport

**Marital Status:** Married

Contact Information

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References

Available upon request