

ANAND VIMAL

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MANAGERIAL ASSIGNMENTS

Enterprise Sales ~ Corporate Sales ~ E commerce & Reverse E commerce ~ Sales and Business Development ~ International Business Alliance ~ Software & Hardware Sales ~ Inside Sales ~ Telecommunications

An astute sales and business development professional with a diversified 13.7 years of enriched experience in an array of product & services. Overseeing and developing communication tools across the vertical and actively involved in planning and implementing strategies internally and externally across stakeholders.

Currently, working with **National United Telecommunication, LLC as a General Manager-Sales**. Widely experienced in managing teams, increasing sales revenues with strategic skills and best practice executed. Exceeding the targeted sales, goals, developing profitable and productive business relationships, coordinating with decision-makers (C level) and building an extensive client base for repeat business.

AREAS OF EXPOSURE

- Sales/Business Development & Key Account Management
- Digital Payment Solutions & E commerce and Reverse E commerce
- Enterprise Mobility, Cloud Services, Business Intelligence
- CRM Solutions, SaaS, PaaS, IaaS and DaaS sales.
- General Management and International Sales & Partner Alliance

CAREER CONTOUR

Current Assignment – National United Telecommunication, LLC in Muscat as General Manager-Sales

General Manager

October'15-Present

Accountabilities

- Preparation of the business plan for the GCC region in conjunction with all the key stakeholders, including with go-to-market strategy.
- Engagement with C level and business leaders to lead & drive sales target. Proven track record of solution sales.
- Managing the P&L with forecasting accuracy to ensure an aggressive result in QoQ and YoY performance.
- Working with project managers and vertical heads to ensure successful executions of projects with quality and delivery timeline. Utilizing the expertise of ITIL, ISO and Six Sigma for utmost productivity and project delivery.

Tendering Experience:

- Enquiring and filing government tenders- Form procurement (RFI)-Development & Evaluation-Pre Qualification Assessment-Initial Evaluation-Presentations & Visits-Negotiations and eventually contract finalization.
- Active and well versed with Omantel (<https://tenders.omantel.om>) and e-government tender portal (<https://etendering.tenderboard.gov.om>).

Ample Technologies Private Limited in Bangalore as Senior Business Manager

Key Account Manager

May'13-March'14

Senior Business Manager

April'14-September'15

Accountabilities

- Leading a business unit to assist the teams of KAM's and BD executives across Bangalore, Chennai and Hyderabad focusing into strategy and execution of product sales. Developing the business with new clients/accounts for various product sales and solutions.
- Implanted Mac centralization in association with CasperSuite (now known as Jamf Pro-Apple Enterprise Management-EMM) for premium accounts like RRD, Flipkart etc.
- Established and managed the relationship with the OEM across the globe. Managing and driving through Apple and Third Party Software Business Unit.
- Understanding of technology and vertical platforms in order to strategize & craft solutions along with pre-sales teams to match customer needs. Thorough business planning and aware of potential setback to the plan and develop contingencies to overcome them.

IT Intellect Resources in New Jersey as Senior Business Development Manager

Business Development Manager
Senior Business Development Manager

Oct'07-Sep'09
Oct'09-April'13

Accountabilities

- Leading a team of 20 members focusing into strategic sales and execution.
- Building of new business into Online/ Digital Media, Ad Sales and Space Selling to the corporates.
- Developing the business with new clients/accounts for various services like E-Commerce, Software Sales, Reverse E-commerce & Re-furnished hardware business in the USA market.
- Sold digital payment solutions to banking and retail clients. API, Virtual Terminal, and POS etc.

Aug'03- Sept'07 with Core BPO Private Limited in NCR as Senior Business Development Executive

Business Development Executive
Senior Business Development Executive

Aug'03-Oct'05
Oct'05-Sept'07

Accountabilities

- Identify, present and sell company services to the potential clients.
- International cold calling experience/database harvesting, email marketing and mass mailing as a part of sales.
- Prepare action plans to meet given targets and fill the sales pipeline.
- Identify business development partners, and acquire business on a follow-up basis.
- Prepare presentations, proposals and sequential maintenance of record.
- Establish, maintain and build current client and potential client relationships and try to acquire more business from them either by referrals or identification of new scope.

❑ ACADEMIC CREDENTIALS

- Master of Business Administration (M.B.A), in the year 2004 with 68%, specialist in strategic planning and sales, merchandising and marketing operations from Bundelkhand University.
- Bachelor of Technology (B.Tech) in Computer Science (CS), in the year 2001 with an aggregate of 78%, from Guwahati University.
- Intermediate in 1997 with aggregate of 76%, Math, Physics, Chemistry, English and Hindi with Computer Science as a vocational subject from B.I.E.C.
- High school in 1995 with an aggregate of 61% with Math, Physics, Chemistry, English, Hindi and Computer Science from St. Michael's High School.

□ PROFESSIONAL CREDENTIALS

- Basic **iOS** module certification from Apple Inc. in September 2014.
- **Belbin's Team Roles Model** certification from CERT Team Development India (P) Ltd in July 2013.
- **Financial Modeling** workshop training and certification with accreditation from CFA Institute. License# 201602FM3003. Date of completion- February 2016
- **ISO 9001:2008** certification from MS Certification Services Private Limited. License# MS/QMS/272. Year of completion- March 2016
- **ISO 14001:2004** certification from MS Certification Services Private Limited. License# MS/EMS/259. Year of completion- March 2016
- **ISO OHSAS 18001:2007** certification from MS Certification Services Private Limited. License# MS/OHSAS/260. Year of completion- March 2016
- **ITIL Foundation** certification from AXELOS Global Best Practice. Year of completion- January 2017
- **Service Management Advocate** from BadgeCert. Year of completion- January 2017
- **Six Sigma Green Belt** certification from International Association for Six Sigma Certification (AISSC). Year of completion- January 2017.

□ PERSONAL DOSSIER

- **Date of Birth:** 21st May 1979
- **Location:** Muscat, Sultanate of Oman
- **Linguistic Abilities:** English
- **Nationality/Passport:** Indian
- **Driving License:** Oman and India Drivers License
- **NOC:** Available