**RAJESH KUMAR**

Sector 62 • Gautam Budh Nagar, Uttar Pradesh 201301

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**SUMMARY OF QUALIFICATIONS**

**Strategic Sales Planning** • **Relationship Management** • **Market Expansion**

Energetic, result-driven sales strategist with excellent communication skills, strong account management and IT solution sales experience with proven consistency to overachieve goals. Solid track record securing key clients and increasing product distribution to grow market share. Exceptional mentor and coach; combine business acumen with innate leadership abilities to recruit, build, and retain top-performing sales teams.

**Key Strengths:**

* High-impact Sales Presentations • Negotiations
* Territory Growth Management • Budget Administration / P&L Management
* New Product Launch • Recruiting and Staffing Initiatives
* Strategic Market Positioning • Staff Development Programs
* Needs Assessment & Product Education • Team Leadership, Coaching, and Mentoring

**PROFESSIONAL EXPERIENCE**

SYNAPSE COMMUNICATIONS PVT. LTD., A CMMI LEVEL 3 COMPANY - NOIDA, U.P

**Assistant Manager - Customer Accounts** (April 2013 – Present)

* Identifying, developing and creating business opportunities with new and existing clients.
* Implemented multi-tiered strategic sales process from opportunity development to closure.
* Acquired competition accounts through ROI driven product positioning.
* Following up referrals, arranging appointments and managing accounts of all new clients.
* Developed strong relationships with managers and staff, creating a cohesive and productive team within a deadline-driven environment.
* Delivering recurring contracts within each account with plans for business pull-through.
* Successfully built strong internal networks and facilitated involvement from multiple layers of the sales force to achieve common business goals.

SDG INDIA PVT. LTD., A CMMI LEVEL 3 COMPANY - NOIDA, U.P

**Senior Business Development Executive** (Sep 2012 – Mar 2013)

* Defined mobile product life-cycle strategies for leading Universities and growing Internet of Things (IoT) companies.
* Fielded a high volume of sales calls, presentations and webinars to key decision makers.
* Achieved breakthrough growth during a period of increasing traction by promoting products, fielding questions, cultivating trust and working relationships.
* Forecasted and broke into unexplored territory, signing two of the first four major contracts.
* Established relationships with C-Level Executives from Fortune 500 companies and maintaining in Salesforce CRM.
* Adapted and improved interim strategies to aid in targeting for enterprise mobility, collaboration solutions and managed services.
* Introduced and oversaw operations of the first live webinar for Enterprise Mobility.

PINGA SOLUTIONS PVT. LTD., ERP SOLUTION COMPANY - NOIDA, U.P

**Business Development Executive** (Feb 2011 – Aug 2012)

* Participated in complete sales cycle starting from cold calling to identifying & qualifying the clients to match the requirement of the Client.
* Coordinated interviews with clients and consultants to the point of negotiation and closure in minimum turnaround time.
* Built, directed, led and motivated four-person regional sales team to achieve increased sales/opportunity development.
* Increased sales of ERP product characterized by penetrating new verticals, conducted tightly-focused sales campaigns with recommenders, influencers, and key decision makers.
* Secured pivotal, first fleet aligned with top commercial real estate companies at a pace exceeding performances of incumbent team members.

NOKIA SIEMENS NETWORKS PVT. LTD. – AMBALA, HRY

**Technical Support Technician** (Aug 2009 – Dec 2010)

* Managed complete O&M’s complaint management system for TATA GSM (DoCoMo).
* Achieved first rank out of 20 national teams amid consistent performance.
* Played instrumental role in refining processes to achieve forecasted results, effectively tracked and shortened turn-around time.
* Prepared network performance reports on daily, weekly as well as monthly basis for O&M related issues after segregation of data.
* Initiated and led the team during internal and external audits presented KPI reports and SLA analysis.

ATAM ASSOCIATES PVT. LTD. – PARWANOO, H.P, INDIA

**ONLINE SALES MANAGER** (Aug 2007 – Aug 2009)

* Accelerated early stage sales of company’s branding services for apparel and retail companies.
* Successfully conducted multilevel sales campaigns, presented products by participating in events and conferences.
* Cultivated and strengthened profitable client relationships encompassing SME’s, public sector, private sector and enterprise class fleets.
* Developed the volume and profitability of overseas market sectors through more effective sales and marketing campaigns.

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**EDUCATION & TRAININGS**

B.E (Information & Technology), U.I.I.T - Himachal Pradesh University, Shimla (2003-2007)