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***PERSONAL SUMMARY***

*A forward thinking, hardworking and dynamic Manager who will ensure what has to be done effectively and efficiently within the constraints of budget and time. The type of person who goes beyond the call of duty and has the proven leadership skills along with the necessary tenacity needed to get the most demanding of jobs done. A skillful negotiator who can successfully talk through disagreements between highly entrenched parties. Right now* *is looking for an opportunity to be a part of a company that has a friendly, flexible working environment where one can learn, develop and thrive .*

CAREER HISTORY

***Q Space Solutions & Trading W.L.L –*** *Currently working*

***Senior Manager –*** *Business Development*

*An Information and Cyber Security company based in Doha Qatar offering Cyber Security Training, Solutions and Consultancy.*

***Sultana Real Estate Est – Business Bay Dubai U.A.E***

***Sales Manager*** *– Corporate Accounts February 2015 – May 2017.*

*Responsible for providing supportive and effective management to staff within all areas of responsibility. In charge of ensuring that staff comply with all required professional boundaries and codes of conduct. Responsible for monitoring and assisting in all major market -level plan tasks, projects and related activities. Also in charge of ensuring that all projects are optimized to deliver the sales targets.*

***Duties****:*

*Coordinating the operations of different departments & teams to ensure that they all pull in the same direction. Making sure that members of staff have all the training they need to consistently deliver what is expected of them. Attending and contributing to regular senior management meeting by making practical suggestions.*

*Developing action plans for growth in target markets. Setting revenue and customer retention goals.*

*Providing information proactively to the Management, such as weekly status reports and quarterly business reviews.*

*Informing sales staff of all product issues, marketing objectives & programs. Following up all sales leads quickly and efficiently.*

*Creating sponsorship packages and seeking out partner sponsors. Maintaining on-going client communications via email, phone & in-person. Identifying bottlenecks in the sales process and initiating corrective action.*

*Developing sustainable business pipelines that result in new account acquisitions.*

***Powerflow Qatar L L C Qatar Branch Manager May 2011 – July 2014***

*Powerflow Qatar L.L.C. is a diversified company active in the Oil & Gas sector, with it’s presence in Doha, The state of Qatar. Powerflow showcases profound experience in the field of supply, service, rentals, testing for load banks,expansion joints, and bolting systems.*

**Duties:**

*Providing customers with reliable and cost effective load bank rental and hire across Qatar. Sell, hire, deliver, install and provide testing services for resistive and reactive load banks to meet t requirements for testing generators, uninterruptible power supplies and complete system inspection. Provide full AC and DC on-site load testing as an option to standard commissioning and maintenance procedures.*

**Responsibilities**

*Market and industry research to identify prospects and their decision makers*

*Make connections with the decision makers*

*Follow up, on leads*

*Develop strong relationships with current customers and prospective customers*

*Establish relationships and conduct meetings with partners (rep firms, manufacturer's sales force)*

*Onsite meetings and presentations to prospects and customers*

*Review RFQ to determine if the rental qualifies as a large rental transaction;*

*Communicate recommendations for RFQ to the Management*

***Project Proposal Preparation***

*Set up team strategy meetings;*

*Obtain all site POC information and review all requirements of the customer;*

*Perform a Site Walk, complete a Project Site checklist and draw a plot plan of the site with relative dimensions and projected equipment placement;*

*Obtain customer Scope of Work and test schedule;*

*Ensure that all site requirements such as security clearances, safety prerequisites, jobsites requirements are documented.*

*Complete a design and planning package which will include an equipment list, manpower requirements,*

*site drawings, one line diagrams, and CRI scope of work;*

*Coordinate equipment and personnel needs with Logistics Department and Operations Department;*

*Generate a proposal for the customer and generate quote.*

*Develop alternate testing solution in case of equipment shortage and coordinate with logistics for possible substitutions and re-quote if necessary;*

*Provide a project formatted proposal for customer and submit to Sales if required.*

***Project Preparation***

*Once the bid has been turned into a PO, finalize start date and update any customer scope of work changes. Review final of customer PO to ensure there have not been any additions/omissions from original SOW.*

*Obtain final site POC info.*

*Coordinate all equipment and personnel movement with Logistics and Operations.*

*Complete Tech Request form and provide to Operations Assistant.*

*Generate lists of special tools, test equipment, hardware & PPE needed.*

***Project Execution***

*Travel to site*

*Onsite coordination of equipment deployment, personnel assignments.*

*Execute load bank plan per customer’s specifications and complete testing (if required) per procedures.*

*Ensure all jobsite documentation is completed properly and timely, this includes jobsite packets, sketches, timesheets, expense reports, test sheets, task lists and hazard analysis reports.*

*After testing is completed, coordinate demobilization of equipment.*

***Project Close-Out***

*Generate a project completion review, this will include a synopsis of project from start to completion, the customer and internal satisfaction forms.*

*Close out contract, submit project spread sheets to Sales with billable hours and expenses and a Project*

*Billing Summary with supporting documentation.*

***Softenger(India) Pvt.Ltd Senior Manager – Key Accounts March 2008 – September 2010.***

*An IT Infrastructure Management Company, with global operations that spans India, Singapore & USA.*

**Duties :**

*Primary point-of-contact for client*

*Responsible for driving the sales of IT Infrastructure support and services*

*Maintain the business relationship of existing customers*

*Identify and prospect potential new areas/opportunities from new customers*

*Demonstrate unique value proposition to reinforce company reputation as a quality solution provider.*

*Work collaboratively with technical teams as well as other internal parties to share the accountability for managing customer accounts successfully.*

*Managing and leading cross-functional teams to handle the datacenter operations.*

*Coordinating with the Backup Admin, DB Admin and Systems Admin to handle and resolve the respective issues.*

*Co-ordinating and arranging training to the teams on various client requirements.*

*Monitoring the entire project operations and liaise with the operations manager to ensure the client KRO*

*are met.*

*Acting as the SPOC for the client to resolve all their queries.*

*Identifying new business opportunities to drive business volumes.*

*Conducting a Forecast analysis of the project profits.*

*Handled accounts like HP, Wipro, Wipro Infotech, Nuware Solutions, Citi Technology Services,Mphasis.*

***Haritha Media Pvt Ltd - Branch Head – Print media Sales January 2007- February 2008. (Bangalore)***

*Haritha Media – A leading publishing house based in Bangalore with two publications .Industrial Business Mart – The largest circulated monthly Industrial Tabloid and Better Handling – A bi-monthly magazine on Material Handling, Logistics & Storage solutions.*

*Implemented systems for reporting,sales, collections, scheduling, production & database management.*

*Preparing operating plans and development of budgets and pricing analyses.*

*Setting up of branches with staff in Mumbai, Delhi & NCR,Hyderabad, Chennai, Pune, Ahmedabad, Coimbatore. Created, led and developed a productive, highly effective and dedicated 16 member team.*

*Developed regional marketing plans for the west and north India which constitutes about 60% of the total billing.*

*Organizing teams for participation in major Industrial fairs.*

*Completed restructuring of,Mumbai, Bangalore & Chennai region, hired and trained 4 new managers.*

*Planned and directed company at numerous Industrial trade shows.*

*Cultivated and maintained excellent ongoing relationships with client/agencies, providing communication expertise and consistently superior service to ensure continued satisfaction and increased business.*

***IPF Online Limited – Chennai Sales Manager Print & Online(T.N &Kerala) November 2005 – December***

***2006***

*India's largest B2B Portal launched by IPF Limited. A joint venture with Infrastructure Leasing & Financial Services Ltd., (IL & FS) and HDFC Ltd catering to the manufacturing sector. A publication house of repute owning three niche Publications…****Industrial Products Finder****,****Indian Textile Journal*** *&* ***Automotive Products Finder.***

*Achieved an average growth revenue of 34%.Complete restructuring of the region with over 60% increase in new business. Managed B2B marketing accounts including design elements for new publications; created new and innovative programs to sell digital and print advertising.*

* *Developed and negotiated multi-media contractual agreements increasing advertising revenue by 20%.*
* *Managed 5-9 member cross-functional teams: implemented sales strategies and achieved optimal results.*
* *Developed advertising sales presentations; facilitated sales negotiations resulting in 100% sales*
* *Identified and pursued new business development opportunities and directed needs analyses and account consultations to achieve optimal sales results.*
* *Negotiated 57% increase in advertising contract commitments; increased advertising sales*

***Rashtra Deepika Limited Newspaper– Area Manager (Tamilnadu) July 2002 – October 2005 (Chennai)***

*Established 119 years ago, Rashtra Deepika Ltd, has a variety of Publications Catering to all segments of the society, from the regular Morning News Paper to Eveninger & Children’s / Women’s Magazines to Business Weeklies and Internet versions.*

* *Providing sales revenue, optimizing sales performance, reducing operating costs. Doubled the billing/sales figures in a span of two years.* *Personally maintain & grow revenue from several key Major accounts*
* *Working closely with the Director in determining contract strategy and oversee all negotiations for Major accounts annual commitments*
* *Oversee weekly, monthly & annual forecasting for Major Accounts team*
* *Develop creative, comprehensive advertising packages using a multi-media approach*
* *Maintain frequent contact with advertisers*
* *Identify and monitor revenue variances for print and interactive products. Review performance and objectives. Ensure corrective action to meet financial goals*

**Employment history**

*May 2011 = July 2015 Powerflow Qatar L.L.C Branch Manager*

*Mar 2008 - Sep 2010 Softenger(India) Pvt.Ltd Senior Manager – Key Accounts*

*Jan 2007 - Feb 2008 Haritha Media Pvt.Ltd Branch Head Sales- Industrial Business*

*Mart monthly*

*Nov 2005 - Dec 2006 IPF Online Limited Sales Manager Print & Online – T.N & Kerala*

*July 2002 - Oct 2005 Rashtra Deepika Limited*

*Group of publications*

*Area Manager – Tamilnadu & Pondicherry*

*Aug 2000 - July 2002 IPF Online Ltd Print & Online Branch Head - Chennai*

*July 1999 - Aug 2000 GETIT Yellow Pages (M&N Publications)District Sales Manager*

*October 1991 - June 1999 Club India Resorts & Hotels Ltd AsstManager (Sales)*

**Personal details**

*Date of Birth : 14.09.1964*

*Academics : Diploma Engineering*

*Specialization : Mechanical*

*Passport No : R 3770633*

*Languages Known : English, Hindi, Tamil, Malayalam and Sanskrit*

*References : Further personal details and references will be furnished on request*