

5/7/2017



Vishnu Mohan  
Samsotech LLC  
205 , Business Venue Building  
Oud Metha , Dubai

HR Manager  
Dubai

Dear Sir / Ma'am ,

A successful consultative sales person has the ability to develop and nurture long-term relationships. My success in this area is well documented.

My customers will tell you I am efficient and organized; a helpful people person with superior follow-through; and excellent at building rapport and fostering mutually beneficial relationships. My supervisors look at the bottom line and acknowledge my overall contributions to the company.

Although my enclosed resume is practical in nature, it cannot convey the full level of my eagerness to undertake new challenges. I would like to continue my successful growth in the field of Information. Communication & Technology sales. You will find that I am a rapid learner with a great deal of excitement and enthusiasm in all my endeavours.

I know I will make a positive contribution to your company, and look forward to discussing my capabilities in more detail. I am available for a personal interview at your convenience. I know you are busy, and have many applications to review, so please let me know if you wish to further discuss your requirements and my ability to meet them. Thank you for your time and consideration.

Sincerely,

Vishnu Mohan  
Sr. Sales Engineer  
Samsotech LLC

# Vishnu Mohan

Mobile: +971 55 275 2247

Email: vishnu807@gmail.com



## Profile Summary

A seasoned **Sales Professional** with **5 years of diversified experience** in **Hospitality, Infrastructure** and **IT Industries**, possessing a **Master's Degree in Management** from a Top Tier Institute, having a penchant for **Client Engagement, Business Development** and **Marketing**, possessing a valid **UAE Driving License**.

## Professional Experience

**Samsotech International**  
(Dubai – UAE)

**Business Developer –**  
**Middle East and Africa**

*Dec 2014 – Present*

- Handling Corporate Sales, Retail Sales and Marketing of Hospitality & IT and SSLV Solutions for the Company in Middle East and Africa , Argentina , Spain & Portugal
- Total value of solutions sold last year is **4.32 Million AED**.
- Achieved **120%** of the yearly target **3.6 Million AED**
- Proactively scoped technical solutions required to address customer needs, assessed customers' met and unmet needs, and recommended solutions that optimize value for both the customer and the firm
- Prospected many new clients through cold calling and delivered tailor made proposals or presentations
- Provided Tier 1 support to end users, dealers and distributors by troubleshooting and providing technical support by conducting site visits, phone, web based tools and emails
- Assisted the Sales & Account managers by preparing and reviewing detailed Request for Proposals or Information that involved thorough knowledge of all the existing range of Samsotech portfolio to propose a solution based on the client requirements
- Prepared reports and dashboards for monthly management review meetings, analyzed and highlighted the team's progress and performance to the senior management
- Facilitated warm and healthy relationships with Colleagues, Product Managers and the Technical development team in order to achieve meaningful results and maintain positive and productive working relationships
- Conducted Strategic meetings with C-level executives for business-focused conversations and ensuring a strong relationship with the leaders in the industry.

**Mahindra Satyam Pvt. Ltd.**  
(Bangalore – India)

**Business Analyst**

*Feb 2010 – Jun 2012*

- Extensively involved in the Presales and Business Intelligence and Analysis of Projects
- Increased profit margin of my team by **6.0% YOY** from Apr 2011 to Mar 2012
- Awarded Star Performer for the year 2011
- Prepared SWOT and PESTEL analysis of companies across geographies to find out if it would be a good fit to get into a Business Alliance with them
- Conducted detailed analysis of the high level business functionalities and transformed them to efficient software applications by conducting FIT-GAP Analysis
- Demonstrated ability to complete high-end projects in deadline-oriented environments
- Experienced in addressing the performance related issues which require high level log analysis

**Karimbil Associates**  
(Kerala – India)

**Enterprise Sales**  
**Executive**

*Jul 2008 – Mar 2010*

- Conducted post-sales customer engagement workshops and other communications for conflict resolution and compliance on contractual deliverables for providing cloud solutions
- Analyzed the optimal use of purchased products in order to increase revenue from customer base
- Worked closely with Enterprise sales lead to conduct regular account reviews with customers to ensure that customer's goals and expectations are being met
- Ensured that the customer issues are being resolved in a timely manner and that all escalated matters are handled with a sense of urgency
- Responsible for on-going delivery of services to assigned customer

### Academic Achievements

Qualification	Year	School / Institute (Board / University)	Marks (%)
PGPM – Marketing and Business Analytics	2014	Great Lakes Institute of Management, Gurgaon	2.99/4 (CGPA)
B. Tech – Electronics and Communication Engineering	2008	College of Engineering, Adoor (CUSAT University)	68.81%
12 <sup>th</sup>	2004	Sree Narayana Public School, Konni (CBSE)	64.40%
10 <sup>th</sup>	2002	Sree Narayana Public School, Konni (CBSE)	70.60%

### Business Skills

Sales Prospect and Client Relationship	Client Presentation and Negotiation	Market Research	Policy Analysis and Feasibility Analysis	Project Management
Forecasting	Digital Marketing	Corporate Planning and Strategy	Client Proposal, DPR's	Entrepreneur

### IT Skills

- Excellent Command over **Microsoft Word, Excel and PowerPoint**
- Familiar with SPSS, SAS, SQL, Mainframe and Oracle EBS

### Soft Skills

- **Good Communicator**, both **Written** and **Oral** with **Good Presentation Skills**
- Possess strong analytical and problem solving skills, with the ability to make well thought out decisions
- Detail Oriented and Organized
- Resourceful in the completion of projects, effective at multi-tasking
- Flexible and creative individual with organizational ability

### Positions of Responsibility

- **Events Committee Leader:** Conducted festival celebrations and was the single point of contact for facilities department for the College Fest
- **National Service Scheme Executive member:** Selected new members and Found new villages for service
- **Member of Mahindra satyam CSR activities :** Conducted evening classes for under-privileged children

### Personal Details

Name : Vishnu Chandra Mohan  
 Contact Number : +971 55 275 2247  
 Email : [vishnu807@gmail.com](mailto:vishnu807@gmail.com)  
 Date of Birth : 2<sup>nd</sup> March, 1987  
 Driving License : Valid UAE Driving License  
 Passport Number : G3610440  
 Visa Status : Employment Visa