

Strategic Account Manager

OBJECTIVE

Seeking a responsible managerial post with an opportunity for professional challenge and growth to support and enhance corporate objectives of the company.

WORK EXPERIENCE

Microtech Solutions Private Limited

Designation – Assistant Manager
– Territory Manager

July 2012-Till Date
March 2011- June 2012

Department – Business Development

- Concept selling for the high-value **unified collaboration & Immersive Telepresence Solutions** through live demonstrations/presenting case-studies to **Senior-level** decision makers like **CIOs, CEOs, other CXOs** from the top companies across the industry segments
- Generating **leads**, setting up sales meetings and pitching appropriate solution-offerings to prospects.
- Accomplish returns through new client acquisition and existing client mining.
- Driving **end to end relationship** and business opportunities from accounts leading to revenue growth
- Developing customer strategy & solution presentations
- Analyzing and **providing solutions** to the customer pertaining to enterprise solutions, also responsible in helping the customer to deliver customized solutions if required.
- **Account Mapping** in terms of Gate keepers, Influencers, Recommenders & Decision makers
- Identifying and exploiting new business opportunities.
- Developing new sales relationships to increase business volume.
- Building successful and scalable relationships with C-Level audience in prospect organizations.

Krishna College

April 2008 – March 2009

Designation – Lecturer

Department – Electronics & Communication

- Taught engineering student from 1st year to 4th year
- Plan, prepare and deliver instructional activities that facilitate active learning experiences
- Organize press conference, workshops, and annual function
- Collaborate in the development of college plans, policies, and programs
- Conduct Group discussions ,personality development & grooming sessions

AREAS OF EXPERTISE

Corporate Sales	Key Account Management
Marketing	Customer Relations Management
Business Development	Database Management
Lead Generation	Team Management

Educational Qualifications

Degree	University	Year	%
MBA (marketing)	Madras University	2011	79
B.E(Electronics & Communication)	VTU	2007	78.78
Class 12 th	CBSE	2003	57.3
Class 10 th	CBSE	2001	68

INTERNSHIP

Phonak India Pvt. Ltd

May 2010 – July 2010

Project Title – “Brand Evaluation of Hearing Industry for Mumbai Market”

The research was designed to evaluate and understand parameters that constitutes a brand in the hearing aid industry in India and Position of Phonak as a brand in the brand evaluator index

PROJECTS / TRAINING

DURING MBA COURSE

- **Project title:** Study of strategy of Melting Pot in attracting youth of Kharghar & its comparison with existing competitors
- **Project title:** Study the effect of retail crowding in apparel industry

DURING B.E COURSE

- **Major Project: Video robotic car** - Designed the car with CCD camera which can take audio and visual input signals from distance and can provide necessary information
- **Minor Project: Frequency jammer** - Designed the frequency jammer which will block the desired frequency when put in to action.
- **Major Training:** Doordarshan Kendra
- **Minor Training:** Police Telecommunication Organisation

POSITIONS OF RESPONSIBILITY

ITM	<ul style="list-style-type: none">• Member of college Retail forum• Coordinator of Public Relation Committee
Class 12 th	<ul style="list-style-type: none">• House Captain
Class 10 th	<ul style="list-style-type: none">• House Captain

OTHER ACTIVITIES AND ACHIEVEMENTS

Seminars/MDP	<ul style="list-style-type: none">• Participated in Retail Workshop• Participated in workshop on “ART OF RETAILING”
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Quizzes	<ul style="list-style-type: none">• Won two times Retail Champion Award• Won “Business Quiz” at college level• Meritorious position in Chemistry Olympiad at school level
Co-curricular Achievements	<ul style="list-style-type: none">• Won Miss Fresher ITM 2009• Won Best Teacher Award of REC in 2009• Organized Annual Day celebrations, Fresher and farewell meet in college• Stood 2nd in debate competition at graduation level• Stood 1st in 2nd , 5th ,7th and 8th semester exams at graduation level• Part of the winning team in “Role- Play ”, coordinated and directed the entire act at school level
