

## Associate Director e-books

---

**Vishal Revankar**

Email: vishalrev@gmail.com +91-9945280723

**Career Targets: Sales & Marketing Manager, Marcomm, Pre Sales, Product Demonstration, Business Development, Customer Relationship Management.**

**Additional Information: BBA, MBA (International Business), with 10 yrs Experience**

**Over 10 years experience in hard-core Sales & Marketing professional with strong passion in the areas of Business Development, Strategic Planning, Key Account Management and Relationship Management with Laser Sharp Customer Orientation.**

### **CORE KNOWLEDGE & SKILL AREA**

Sales & Marketing	Corporate Communications	Business Process Improvement(BPI)
Management	and Networking	Analysis
Pre-Sales & Post Sales	Business Relationship Management	Requirement Management
Product Demonstration	Business Case Development	Relationship Building/Farming
Market Trend & Dynamics	Analyzing Time Profit & Loss	
Analysis	Over Project Execution	

### **RELATED EXPERIENCE**

**Bloom Software Solutions, Bangalore.  
Senior Manager – Business Development**

**June 2012 - Till Date**

- **Business Development -**
  - Identifying & developing new streams for long term revenue growth.
  - Using various lead generations tools (website, presentations & product demonstration, conceptually proofing the solution, promotions, trade shows, market research, cold calling, emails etc.) and creating a database of potential targets.
  - Building Long term relationships with key contacts at target customers and existing enterprise class Accounts.
  - Developing 1st level understanding of the problems /challenges of the Customer

## Associate Director e-books

---

- in day to day work by quantifying and qualifying the opportunity at hand.
- Maintaining relationships with existing customers to gain repeat /referral business.
- Conducting periodical analysis for competition, latest market trends and game plans to achieve market share metrics.
- Developing smart business plans, operations plans and executing the same to achieve monthly team goals.
- Applying learning and experiences to streamlining sales processes.
- **Team Management**
  - Coaching & mentoring team members in various aspects of Sales and Business Management.
  - Hiring smart people to make a vibrant team which is capable of achieving business objectives.
- **Commercial Operations**
  - Preparation of the initial proposal, initial negotiation, modifications of the proposal, final negotiation & review and Discussion.
- **Client Servicing**
  - Attending to client complaints, concerns and escalations; ensuring the timely resolution by coordinating with the respective teams to improve the customer intimacy and delight index.
  - Analyzing customer feedbacks to improve the customer satisfaction & move towards robust bonding partnership.
  - Ensuring on-time delivery of agreed SLAs.

---

**Monster.com India Pvt. Ltd, Bangalore.**

**Sales Manager-**

**June 2005 to June 2012.**

**Key Responsibilities:**

- Spearheading a Sales team of 10 senior members, who were major revenue generators for quarterly sales.
- Playing a vital role in executing key business drivers which contributed to generate more than INR 6crores of annual business.
- One of the Key member across India for “STRATEGIC PLANNING” discussions panel for yearly PLAN.
- Building & maintaining healthy business relations with corporate & institutional clients, maximizing customer satisfaction by meeting service delivery norms.
- Giving presentations and demonstrations to the prospective clients (**Corporate / Institutions**).
- Designing and streamlining processes to ensure smooth functioning of sales operations.
- Motivating territory managers (4) for active engagement by mentoring, coaching and offering timely feedbacks.

## Associate Director e-books

- Training the team members to ensure efficiency in sales operations.
- Initiating strategic discussions with target clients, outline business cases based on advantageous opportunities to frame the transformational path to a more effective solution

**Links International (Links forwarders Pvt. Ltd),  
Bangalore Marketing Manager -**

**March 2003 to May  
2005.**

- Retaining the clients had and generate more revenue.
- Getting new clients and identifying prospects in booming sectors.
- Taking requirements from the client & conducting negotiation meetings Airlines & shipping companies for better pricing and according to client needs and completing the sales cycle.
- Maintaining the customers whose shown expression of interest in services we offer.
- Work in synchronization with the support team to ensure the transition of the services undergoes hassle-free deployment and to mitigate the risk of commitments against deliverables. Track the status and progress of the project deployment especially when the payments are linked with the progress and completion of the project.
- Trained the team and increased team members in 6 months of joining here

**Marketing Manager - Mumbai**

- Getting new clients and identifying prospects in booming sectors
- Lead generation from existing clients through referrals, search engines, Newspapers (Economic times) and unretained clients.
- Ensuring the whole process speed up with present clients for better services and more business
- Taking requirements from the client & conducting negotiation meetings Airlines & shipping companies for better pricing and according to client needs and completing the sales cycle

**AFL Pvt. Ltd, Pune**

**Corporate Sales Executive**

**June 2002 to Dec 2002.**

- Initiating client communication and developing a rapport to ensure long standing relation thereby enhancing business.
  - Attending Sales Call: Meeting the concern person in the Export Department and explaining about our product and Company.
  - Finding out their requirements in service and try and match their requirements.
  - Co-ordinating with the requirements required by the Exporter. Co-ordinating with our Bombay
  - Office, Airline or shipping line and the Agent in counter country for proper work process.
  - Keep posted about the work process to the Exporter.
-

## Associate Director e-books

### Achievements

- Best Sales Manager Retention for the year 2007, 2008, 2010 At Monster Inc.
- Best Sales Person Acquisition for the year 2006 At Monster Inc.
- Closed a highly profitable deal worth of many crores from **Associated Capsules group** for **Links International**.
- Obtained export and import orders worth lakhs from **Electro Werke Pvt. Ltd.** for **Links International**

### Education

**MBA** - Institute of International Business & Research - Pune, 2002

**BBA** – Gogte College of Commerce – Belgaum, 2000

**Digital Marketing Certified**

---

### Others

Languages known: English, Hindi, Kannada, Marathi, Konkani & German (Basic)

## Associate Director e-books

---

