

Centre Manager/ Centre Head

VIKRAM DIXIT

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Objective

- An incisive professional with over 6.7 years and of experience in. Business Development/ Marketing in diversified industries. Currently associated with “**TATA INTERACTIVE SYSTEMS** “ as Sr. Business Development Manager.
- A skilled communicator with exceptional presentation skills and abilities in forging business partnerships in markets, lead cross-functional teams and establish beneficial relationships with key players of the industry.
- Possess expertise in working in multicultural environments with the distinction of exploring new markets for expanding businesses from scratch and streamlining operations.

Team Management

- Provide direction, motivation and training to the field sales team for ensuring optimum performance.
- Recruiting, mentoring & training personnel & managers to deliver quality

Business Development

- Overseeing the sales & marketing operations, & achieving increased sales growth across region.
- Planning & scheduling individual/ team assignments to achieve the pre set goals within time, quality & cost parameters. Formulating /short term strategic plans to enhance operations.
- Tracking market/ competitor trends to keep abreast the changing client's requirement/ expectations.
- Identifying areas of crucial importance in the process driven business of the company & facilitated development of adequate systems to streamline the same.

Professional Objective

Seeking a challenging environment, that provides new ideas, stimulates professional and personal growth and development to achieve a challenging position in dynamic organization.

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Professional Experience

Tata Interactive Systems:

Designation: Business Development Manager (June 2011-Till Date)

Product : Tata Class edge (integrated learning solutions).

Territory : Belgaum, hubli, bijapur, bagalkot

Job Profile:

- Managing Sales and developing Market Share for Tata Interactive System by Driving School Businesses for Entire North Karnataka.
- Creating prospects and converting them into potential customers to digitalize their teaching methods with Class Edge Product.
- Designing Meeting Schedules & Deliverables Calendar.
- Performing estimation and pricing operations of the project deliverables by coordinating with the Delivery & Finance Team.
- Crafting a database for Northern Karnataka Schools and converting them in accounts thereby creating further Business Opportunities.

Notable Accomplishments

- Successfully closed one of biggest deals with 15 classrooms in entire karnataka.
- Closed a deal worth 60 lakhs in North Karnataka's 1st school; closed 4 schools in Karnataka.
- Handled Private Unaided Schools as clients

"Havell's India Limited"

Designation: Assistant Manager project sales (July 2007 –May 2011)

Product : Lighting, Fans, CFL, Switches,

Territory : Bangalore, Hubli, Belgaum, Bijapur, Bagalkot, Mangalore.

Job Profile:

- Analyze and evaluate assigned area regarding sales trends, sales potentials, competition, economic/business conditions, and distributor performance, recommend changes in sales programs and distributorships to make area operation more effective in meeting sales volume quotas

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- Responsible for complete sales cycle - from submitting quotation to collecting payments. Responsible for cash flow management / payment collections.
- Establishing and maintaining regular contact with Distributors, sub-distributors, contractors, architects, and interior designers, developers to inform them of the advantages of using Havells products and to motivate them toward specifying products, from Havells's corporate product portfolio, for their end customers.
- Establishing personal contact, and maintain an on-site relationship with contractors, architects, and interior designers distributors who are buying, exhibiting, selling and servicing Havells products, in accordance with corporate and regional sales goals, programs and policies Developing a broad base distribution network for Havells products through expanding distributors' or dealers' showrooms and outlets.
- Defining growth oriented business / sales strategies in the regions & key accounts. Develop & maintain key contacts / customer relationships.
- Coordinate with cross-functional departments (Design, technical, commercial)
- Provide guidance, review Havells practices and procedures, and develop sales programs with Havells sales team.
- Maintain Havells India's grasp on the market and competitive situation by providing information on competitor's activities, products, cost and other related information advantageous to the company..
- Prepare annual sales forecast for assigned area based on knowledge of sales trends, sales potentials, competition and economic/business conditions.
- Participating in Company sales meeting and trade or industry meetings, shows and conventions to increase knowledge of Havells products, improve selling techniques and cultivate good working relationships with product users.
- Keep management informed by submitting activity and pipeline reports, such as weekly work plans, and monthly and annual pipeline analyses.
- Responsible for generating Revenue & maintaining profitability & growth within the addressable region.

"AMPLE TECHNOLOGIES PVT LTD"

Designation: Senior Officer- Co-operate Sales (July2006-july 2007)

Product : Apple Portables, Desktops & Servers

Territory : Bangalore.

Job Profile:

- Handled named accounts of Ample Technologies
- Providing the Accounts with Complete end to end IT solutions
- To ascertain the potential for the product based on data
- Achieving the sale target-for the branch
- Accounts receivable management.
- Competition study- sale, promotional activities of the competitors for competency.
- Sales Generation-through Demand Generation activities.

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- Institutional sales & sales expansion through targeted organized retails.
- Retention of Existing Key Accounts and developing new ones.

Computer Proficiency

OS : Windows (95, 98, 2000)
EAI Platform : TIBCO Business Works v5.3
Languages : C, C++, ,
Internet Technologies : XML, HTML, Microsoft office

Education

2002-2006 **Master of Computer Application**
 B.V.B. College of Engineering, Hubli
 Vishweswarayya Technological University, Belgaum.

1998-2002 **Bachelor of Science**
 K.L.E's College of Science, Hubli.
 Karnataka University.

Personal Information

Languages known : English, Hindi, Kannada
Hobbies & Interests : Swimming, Traveling, Listening to music, Table Tennis, Cricket.
Date of Birth : 05-Dec-1980
Marital Status : Married