**Ramprasanna Venkitaramakrishnan** Phone: +91 9488486783

<in.linkedin.com/in/ramprasannavrk> Email: [ramprasannav@gmail.com](mailto:ramprasannav@gmail.com)

CAREER OBJECTIVE

Looking for the job opportunities to work in software business development for a vibrant company where in my knowledge & expertise is used.

PROFESSIONAL EXPERIENCE

**Area Manager – Sales**

**Practo Technologies Pvt Ltd. (Chennai, India)**

<https://www.instahealthsolutions.com/>

June 2016 – Present

Responsibilities

* Sales of Practo’s Hospital Management Information System. (Insta HMS)
* Generating leads, qualifying the leads and giving product demonstrations and driving towards closure.
* Taking care of sales in Chennai and Rest of Tamilnadu area.
* Organizing some lead generation activities in my Area by coordinating with Marketing team of Practo.

Key Accomplishments:

* Closed three net new projects for Insta in Chennai in the first quarter.
* Organized the stalls for Practo in Medicall chennai’2016 and CII conference in Madurai.
* Generated around 15 qualified leads through these activities.

**Self Employed**

**Freelance Software Marketing, Procurement Analysis for Organic edible goods & Market Analysis for Traveller’s Homestays.**

August 2015 – June 2016

Key Accomplishments:

* Generated five qualified leads in enterprise mobility solutions.
* Got the order of two web application development.
* Collected the data for the procurement of organic veggies, fruits, pulses, millets and oils from different parts of Tamilnadu and Karnataka.
* Worked with the OFM team to redefine the step by step process of inspecting the organic farms.
* Made an extensive market research for the business model of Assisted Homestay Accommodation chain.

**Business Development Executive**

**TrueTech Solutions Pvt Ltd. (Chennai, India)**

<http://www.truetechsolutions.in/>

September 2014 – July 2015

Responsibilities:

* Business Development and Business Analysis of Enterprise Mobility Solutions in India and Middle East Countries.
* Kony (Mobile Application Development Platform) License sales.
* Promotion of Enterprise Touch (Interface product to extend Oracle EBS to Mobile)
* Business Development of Qlikview (Business Intelligence tool) projects.
* Preparing technical and commercial proposals for tenders released by the government departments in Middle-east countries.

Key Accomplishments:

* Closed a mobility project in Qatar Post for delivering and pickup of the mails and parcel.
* Done the onsite business analysis (complete requirement analysis and documentation) for the project of extending the oracle EBS to mobile using Enterprise Touch in Supreme Committee for Legacy and Supremacy, Doha, Qatar (Qatar FIFA 2022 hosting Department)
* Done onsite business analysis (Complete requirement analysis and documentation) for a mobility project for developing a classroom mobile application for Jasoor Institute, Qatar.
* Followed up various pipeline projects in Qatar and other middle-east countries.
* Worked closely with ITC, Royal Sundaram and so many companies in India and moved them to near closure for the licenses of Kony (Mobile Application Development Platform)

**Sales Executive**

**Emergys Software Pvt Ltd. (Chennai, India)**

<http://www.emergys.co.in/>

March 2012 - July 2014

Responsibilities:

* Business Development of SAP Business One and SAP All in One.
* Documenting Business Process Documents of the companies for the technical team to prepare product demonstrations
* Presenting the product demonstrations.
* Giving proposals, negotiations and following up towards business closure.

Key Accomplishments:

* Closed around seven net new projects in SAP B1.
* Contributed on acquiring several support projects in SAP A1
* Contributed in acquiring couple of hub and spoke model SAP implementation.
* Organized around five marketing events in several locations and showed best results out of it.

**Management Trainee**

**Emergys Software Pvt Ltd. (Chennai, India)**

<http://www.emergys.co.in/>

October 2011 - February 2012

Responsibilities:

* Generating leads by calling, email campaigning and etc. on the collected database of companies.
* Qualifying the generated leads by initial meetings and forwarding the qualified leads to Sales team

Key Accomplishments:

* Completed the product training on both SAP A1 and SAP B1 in Emergys.
* Successfully completed the sales and pre sales training given by SAP Labs in Bangalore on Feb 2012

ACADEMIC QUALIFICATION

**Anna University of Technology (Academic Campus), Coimbatore, India (2009 – 2011)**

* Master of Business Administration in International Business Management.
* GPA : 7.59

**Kamaraj College of Engg & Tech, Virudhunagar. (Affiliated to Anna University, Chennai) (2005 - 2009)**

* Bachelor of Technology in Biotechnology
* Percentage : 70.1%

SKILLS

* Business Development of
  + SAP B1 & A1
  + Qlikview Business Intelligence tool
  + Enterprise Mobility
* Business Analysis of Mobility projects.
* Requirement Analysis
* SAP MM ECC 6.0
* LAN/WAN and router configuration.