# Subhash Hari

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**Phone: +91-83416 48820**

**Professional Experience**

**16 Yrs. Of experience in Service Industry Presales & Bid Manager & Marketing/Recruitment/Placement/Corporate communications.**

### Worked for Mouktik Consulting Services Hyderabad – Head Sales

* Worked for **Hindustan Times Ltd** (Shine.com) as a Key Account Manager, South India.Feb – 2018 July 2018
* Worked for **Tech Mahindra Ltd** Info city Campus Hyderabad as a Area Sales Manager for South India. 2016 – 2018 January.
* Worked as a Marketing Manager in **CMC Ltd., - a TATA enterprise** Hyderabad, from 08th Dec 2004 to April 30th 2016.

**Professional Summary**

**Tech Mahindra Ltd. (Hyderabad)**

**PRE-SALES**

Seven years’ experience in pre-sales as a solutions architect [Pre-Sales Support Consultant] supported all aspects of sales activities and sales channels development for the company products and services.  
Possesses the ability to build and maintain business relationships with decision makers and influencers.

**Objective Statement –** Seeking a position that will benefit from my strong technical and pre sales engineering experience to create sales business strategies and develop customer base, marketing tools and product launching.

### ■ Core Competencies

* Over Two years hands-on technical experience – Strong understanding of technologies such as: Specialized Hardware, Networking, Information technology management or Software engineering.
* Self-starter with excellent Presentation skills and consultative skills
* Strong communication skills, both written and verbal – Business writing skills

### ■ Professional Experience

***Working with Customers:***

* Met with channels/customers to understand their current technical environment, key business issues/drivers, and future technology requirements.
* Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product definition.
* Developed and established strong relationships with strategic clients and industry partners.
* Provided product updates and technical advice to clients – Explained technical capabilities and business benefits of solutions to the customer from engineering level to senior executives.
* Presented the company products to clients – Showcased drivers and value that supported the business case for the total cost of ownership to the customer.

***Working with Sales and Marketing Teams:***

* Worked with the sales team to develop selling strategy within the target accounts – Created and delivered effective presentations and sales tools for the sales team.
* Work with regional sales managers to provide pre/post-sales support – Worked with the sales team to design, propose, and close new deals/opportunities with customers.

**Key Initiatives and Achievements:**

* Architecture/designed some of the most complex solutions using the latest technology in [the field].
* Initiated pre-sales activities, consulting services and products – Developed projects’ scopes (SOW, scope of work) and prepared proposals.
* Performed competitive analyses.
* Attended industry trade shows, exhibitions, seminars and training sessions to promote products and services.

**Educational Qualifications**

* Awarded a certificate in “Complete Selling Skills” by Direct Sales Training Academy, Citibank in March 2004.
* Institute of Sales and Marketing Management (ISMM) - Level 2 Certificate in Sales and Marketing.
* Master in Business Administration, Specialization – International Marketing with 1st Class, Dutch Delta Business School, England (London) – Full time in 2001.
* Bachelor of Honors, specialization - Business Management (Osmania University), with 1st class in 1995.
* Intermediate (10+2), Board of Intermediate, AP, with 1st class in 1992.
* SSC, Board of Secondary Education, AP, with 1st class in 1990.

**Times of India Group (Times Pro)**

**Company Profile:** Provides software & consulting and learning & development services. Our software services include application development, program management and maintenance.

**Achievements:**

* Awarded cash prize for closing the deal first in India under NSDC star program.
* Closed maximum number (#17) of deals across the company.

**CMC Ltd. - a TATA enterprise**

**Company Profile:** CMC is a Tata Enterprise and a subsidiary of TCS (Tata Consultancy Services) is a system engineering and integration company. CMC Academy, Education and Training arm of CMC, leverages its vast domain experience and focuses on providing advanced skills for employment in IT, Finance and Accounts, Design & Office Management and several other areas.

**Responsibilities:**

* Visit Most of the Engineering & Degree Colleges throughout AP.
* Involved in presenting seminars and explain about CMC to the Managements of various colleges. Convince them in such a way that students join our courses like EDGE, CJET etc, which were costing Rs.75,000 to Rs.1,00,000.
* Responsible to collect data base of the students for tele calling and counseling.
* Was responsible for leading a team of two tele – callers, two counselors and one marketing manager.

**PERSONAL DETAILS**

Marital Status : Married

Fathers Name : Hari. Kishan Rao

Nationality : Indian

Mother Tongue : Telugu

Languages Known : English, Telugu and Hindi

Date of Birth : 21-05-1975

I hereby declare that the above information is true to the best of my knowledge.

H. Subhash