**SAMEER CHAWLA**

B-3/62 C, Keshav Puram

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**CAREER OVERVIEW**

* A sales management professional with over 20 years' experience in the IT industry
* Have a proven track record of developing new business and motivating a team to consistently exceed targets

**CAREER HISTORY**

**Oct 2019 Till Date – Business Development Manager**

**FnB IT Serve (P) Ltd.**

**Key Responsibilities**

* Dealing with Government sector undertaking AMC Contracts, Support and Procurement (Central & State Govt.)
* Tapping new prospects through Tenders and References
* Providing customized solutions to Corporate s and Educational Institutes with different types of software according to their needs, including ERP, University Management Solutions, Attendance & Leave Management, Time Record automation, etc.
* Collaborate with team members for the collective goals and coordinate with the team members for project completion targets & ensure to see the final delivery to the client is within schedule
* Enhancing client relationships & increasing revenue from existing clients.

**Feb 2018 – Sept 2019 – Head, Business Development**

**EScale Solutions**

**Key responsibilities**

* Providing solutions to Corporate and Educational Institutes with different types of software according to their needs, including ERP, University Management Solutions, Attendance & Leave Management, Sales Reporting Systems, Time Record automation, etc.
* Working closely with Sales & Development team and making sure for maximum and profitable output
* Outsourcing the company’s developers on a remote basis and making them swiftly handle the upcoming projects for other software testing services

**Dec 2010 - Nov 2016 – Marketing Head**

**Computer Clinic India Pvt. Ltd.**

**Key responsibilities**

* Total dealing with Government sector undertaking AMC Contract and Support (Central & State Govt.)
* Responsible for providing services and replacements during the tenure
* Tapping new prospects through Tenders and References
* Major Clients : Directorate General Resettlement (DGR), DRDO (Metcalf House), Air Headquarters (R K Puram), NCPUL, CWC, CEA

**Oct 2004 - Nov 2010 - Business Development Manager**

**Lohara Software Systems**

**Key responsibilities**

* Selling RDBMS Front end tools
* Dealing with corporate s, helping them to establish their daily need modules including billing, inventory, etc.
* CMC was one of our repute clients and partners

**Oct 1999- Sept 2004 – Marketing Executive**

**DSJ Group (Dalal Street Journal Group)**

**Key responsibilities**

* Selling on-line trading of stock exchange software for brokers and sub-brokers

**Aug 1992- Sept 1999 – Marketing Executive**

**Tally Solutions Pvt. Ltd.**

**Key responsibilities**

* Responsible for selling the software to reputed organizations
* Providing technical support and imparting training to the customers
* Responsible for handling and creating Dealer Network in Northern India
* Major Client : NDDB (Gujarat and Punjab), Motorola (Delhi Head Office), Bausch & Lomb and major Chartered Accountants

**EDUCATIONAL QUALIFICATION**

Graduation from college of Vocational Studies (Delhi University) 1992

Advanced PGD in Management Information System (MIS) in Computers from

“UPTRON-ACL” 1993

**Proficient user of Windows, Internet, MS Word, Excel, PowerPoint, Outlook, etc.**

**PERSONAL DETAILS**

Date of Birth : 9th December, 1971

Languages Known: English, Hindi and Punjabi