**Vishnu Sankar**

**Canadian PR Holder**

Bengaluru, Karnataka

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Email me on Indeed: [indeed.com/r/Vishnu-Sankar/e7566a8af2975df9](https://www.indeed.com/r/Vishnu-Sankar/e7566a8af2975df9)

Result driven and dedicated professional with more than 6 years of rich experience in Sales & Marketing, Business Development, Channel Development and Team Management across IT / ITES and other industries.  
• Skilled in end-to-end Business Management including service conceptualization, sales & marketing planning, operations administration, concept selling and account management  
• Conversant with implementing various marketing and promotion strategies to increase sales  
• Experienced in working with international clients and mapping requirements by following agile practices in a CMMI Level 5 organization that is among Top 5 software services firms in India  
• Expertise in managing Business Development with focus on top-line & bottom-line performance, determining company's mission and strategic direction as conveyed through corporate objectives  
• Successfully achieved company's targets while providing excellent customer service by virtue of Design, Operations, Marketing & Product development  
• Efficient in developing and nurturing business relationships for attaining maximum sales potential  
• Significant exposure to scheduling project requirements, arriving at innovative solutions to complex problems while providing exemplary leadership to subordinates and co-workers  
• Track record of going the extra mile and making things possible by analyzing market trends/ competition, tracking market situation and accordingly strategizing Product Placement, Launches and Promotion  
• Ability in implementing competitive strategies for generating sales and increasing revenue towards achievement of turnover & bottom line targets  
• Skilled in building and maintaining healthy business relations with major clients and various stake holders for ensuring maximum customer satisfaction

Willing to relocate: Anywhere

**Education**

**Education Sales Representative**

**ICT Exhibition**

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Bengaluru, Karnataka

September 2015 to Present

**PG Diploma in Management in Marketing**

**International Management Institute (IMI)**

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New Delhi, Delhi

2011

**Bachelor of Technology in Mechanical**

**College of Engineering Trivandrum (CET)**

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Thiruvananthapuram, Kerala

2006

**Skills**

Brand Management (Less than 1 year), Budgeting (Less than 1 year), Business Development (2 years), change management (Less than 1 year), Channel Management (Less than 1 year)

**Links**

https://www.linkedin.com/in/vishnusankar

**Additional Information**

EXPERTISE  
• Efficient in managing client relations, ensuring high order of customer satisfaction by achieving delivery & service quality norms; attending to clients' business problems, providing solutions and undertaking cost effective steps for effectively resolving them  
• Collaborating with Software Consultants, Test Engineers, Operations & delivery teams for growing the business  
• Planning project activities viz. scoping, estimation, tracking, change management, delivery management and post implementation support  
• Interfacing with the client at both pre-sales & post-sales stages with technical customer engineers, senior management and corporate management to ensure that the company's services are considered for purchase against competitive offers  
  
SKILL SET  
• Strategy Planning  
• Sales & Marketing  
• Business Development  
• Pre-sales Operations  
• Solution Designing  
• Product Development  
  
• Market Research & Analysis  
• Project Management  
• Resource Optimization  
• Budgeting & Forecasting  
• Cross-functional co-ordination  
• Software Development & Testing  
  
• Multi-Tasking  
• Brand Management  
• Channel Management  
• Multi-channel Marketing  
• Client Relationship Management  
• Team Management