**AJIT KUMAR SAXENA**

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**PROFESSIONAL PROFILE:**

A bright, talented, Result-focused recruiter with experience sourcing highly sought-after technology candidates ranging from high-middle level to executives. As **Experienced IT and Marketing/Account Management SBUs** willing to be a part of a company’s Marketing Management/IT Development with a growth oriented business development **IT Product sales,** and to as hiring, training, and performance evaluations of **marketing and sales staff** , also eager to learn other aspects of IT & seeking Upper-middle level assignments in Marketing Management/IT Development with a growth oriented business development able to play a key role throughout to develop skills in Sale, Business Development, Business Analyst, BDM, and Training & Development with organization having **3.8+ years** Experience of this relavalent.

*Presently associated with* ***Centous Technologies Pvt. Ltd.*** *as a* ***Marketing Manager****.*

**EXPERIENCE SUMMARY:**

**4 year** of Strong Work Experience in IT & Marketing .

* Formulate, direct and coordinate marketing activities and policies to promote IT Products and Services values.
* Identifying **opportunities for sales** and effectively presenting the key features and advantages of the company products

to secure new business. Ability to quickly learn and demonstrate skills in new areas

* Maintaining and expanding the database of prospects of the organization.
* Pitch to our prospective leads and work towards converting them into customers for staffing solutions.
* Reporting on **Sales & Business Development Efforts** to make Ability to Prioritize Tasks and Work under Deadlines.
* Direct the hiring, training, and **performance evaluations of** **marketing for our product and sales staff** .
* Attending sales group meetings concerning sales targets or forecasts, reporting on market situation.
* Handling cancellations or changes in sales order and communicating the changes with the related departments.
* Coordinating with customer service for status on related to product from related departments in ensuring the delivery commitment to clients
* Identify, develop, and evaluate marketing strategy, based on knowledge of establishment objectives **end to end sales life cycle to close the contract,** market characteristics, and cost and markup factors.
* **Making a Plan and Strategy for the Lead Gen team** and monitoring the progress ongoing basis.
* Identify the markets, Areas and databases to be targeted for Sales force.
* Proactively discover and engage high value potential leads with the objective of making them our customers.
* Having extensive experience both in **Permanent and Contract**.
* Serving as point of contact between various clients and Vendor to match their mutual requirements in IT Product and maintaining excellent relations with clients to secure repeat and referral business. Contractual Closure, and Client Negotiations .
* Excellent in various **IT Skills** screening basically Web Services Technologies, Microsoft Technologies, Oracle and different SAP Modules Technologies, Network Technologies
* Having extensive experience both in **Permanent and Contract Staffing in IT Business development skills**.
* Worked for many clients business like Connect Icon,, Freesiablue, Topbuy Inc., HECAndhra Deepikafire&Safety, Vedantaschool, MK Info solution ,IBM, HCL,Broadcam and some other Clients & Independently delivered on many of their requirements.

**SOFTWARE SKILL:**

* Operating Systems : Windows OS (windows 7, windows 2008 & windows XP), Linux ( Fedora18 / Ubuntu12)
* Languages: C, Basic PHP, Basic.NET, MySQL
* Complete proficiency in: **MS-Excel, MS-Word, MS-Office, MS-Powerpoint.**
* Recruited for all **SAP** and Business Intelligence professionals.
* Basic knowledge in Oracle technology.
* Good knowledge in, middle-ware technology, front-end technology.
* Good knowledge of networking technology
* Good knowledge of Microcontroller chip (Atmega 16) & Semiconductor device of Telecom Domain.

**EDUCATION QUALIFICATION:**

## Master of Business Administration (MBA II IT & MKT) in 2013 from Maharshi Dayanand University, Rohtak, INDIA.

* **Bachelor of Technology (BTech EC)** in 2011 from **Gautam Buddha University, Lucknow, INDIA.**

**CERTIFICATION:**

* **CCNA** Certification from NS Technology.
* **French** Language Certification from Lingu 8.
* **Embedded & Robotics** Certification Training from HPES, Lucknow.

**PROFESSIONAL EXPERIENCE :**

* Currently Working as **Marketing Manager** in **Centous Technologies Pvt. Ltd** from July 2013 to **till date......**
* Worked as **Relationship Manager** in **Stuta Infosoft Pvt. Ltd** from July 2012 to January 2013.
* Worked as **Relationship Manager** in **Saaker Technologies Pvt. Ltd** from February 2011 to June 2012.

**JOB PROFILE:**

Analysis and Strategy for Lead Gen Activities:

* Participating in conference call with team manager/ Lead manager.
* Ability To Adjust And Re-Focus Priorities Based On Ever-Changing Project Needs.
* The Agenda for conducting these Events would be:To generate Leads
* Excellent Communication Skills both Verbal & Written.
* Proactively discover and engage high value potential leads with the objective of making them our customers.
* Key **Account Management**, Growth and Gathering Requirements from Customers
* Consulting & Coordinating Solution Development for Customers
* Submitting Proposals and Handling Client Discussions ,Contractual Closure, and Client Negotiations
* Meeting IT **Sales Targets** ERP Product.
* Reporting on Sales & Business Development Efforts.Ability to Prioritize Tasks and Work under Deadlines. .
* Having extensive experience both in **Permanent and Contract Staffing**.
* Excellent in various **IT Skills** screening basically Web Services Technologies, Microsoft Technologies, Oracle and different SAP Modules Technologies, Network Technologies.
* Experience in IT/Engineering/manufacturing/FMCG achieve target in Business Development.
* Primarily involved in screening profiles and short listing candidates for the post of Software Engineers, Senior Software Engineers, Team Leads, and Associate, Marketing Executive, BDE, for different IT Technologies.
* Having experience of giving training to Fresher’s.

**TEAM LEAD:**

* Managing a team of 5 members
* Managing BDM and BDE to execute target in daily basis.
* Preparing weekly report/Daily report/Monthly report for the team work presentation.
* Co-coordinating the client for getting the feedback for last submissions.
* Maintaining the client interaction mainly with the direct B2B Sales deals ITs Product with Client.

**VENDOR MANAGEMENT: (VMS)**

* Identifying new accounts and generating business from them and develop new clients for more business
* Mapping the client’s requirements and coordinating with the vendors about the requirements. Interacted with partners on identification of new partnership opportunities Business in the country, proposals and demo instruction to clients.

**OTHERS CORE AREAS:**

* Understand best practices in the business and implement the same .
* Setting social media communication strategy for different job profiles and functions
* Having extensive experience both in **Permanent and Contract Staffing in ITBusiness development skills**.
* Experience in **Full Recruitment Life Cycle** which include defining Job Requirements, Job Sourcing, Qualifying Candidates, and Scheduling Interviews, Obtaining Interview Feedback, Closing on salary, **(End to End Process)**
* Campus Recruitment as per as requirement in management value.
* Negotiate contracts with vendors and distributors to manage product distribution, establishing distribution networks and developing distribution strategies.

**PROJECT UNDERTAKEN:**

**Key Projects Handled:**

**SAP Solution Manager**

Tools Used:  SAP Solution Manager 7.1.

Framework Application Used:  [ERP](http://en.wikipedia.org/wiki/SAP_ERP)

Scope: It provides an extensive set of features in the IT Support area for enhancing, automating and improving the management of SAP systems

**RESPONSIBILITIES:**

* To check Team are workout the Web Development or Not.
* To check Global Strategy and Service Level Management
* Business Process Management
* Responsible for design and implementation whether have take potentials their market penetration.

**AWARDS & DISTINCTIONS:**

* Training was imparted on *NETWORKING*  “basic fundamental, Networking fundamental, User/Group administration Router Configuration, Installing and configuring TCP/IP, and WLN” from **HCL** .
* **SAP** Classes from IIMS Delhi
* **Participated in** “**Painting Competition**” and got **first prize**.
* **Having Industrial Visit (Coca Cola) at hapur, up**
* Six month certification course in **DCA** from **HORIZON INSTITUTE OF COMPUTER EDUCATION.**

**PERSONAL DETAILS:**

Date of Birth : 21th June1989

Gender : Male

Languages Known : English, Hindi and French

Hobbies : Researching and reading for advanced knowledge, Playing Badminton, Painting, Sketching, and Travelling, solving puzzles.

Strengths : positive attitude, dedication, punctual and honesty with myself and having great hunger to know about new things.

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