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FALCON ID # 16961

Telecommunication / Business Development Manager

Residential Country : India Nationality : India
Resume Title : Business Development/marketing Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Mumbaieducationtrust(Met)Institute Of Management	2008	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Assistant Vice President ? Meia	Factset Research Systems	India	06/2008	03/2013

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Managed Key Sell Side accounts like Goldman Sachs, Deutsche Bank, UBS, Nomura,HSBC,Citi and many more over \$ 5M across India, Middle East and Africa comprising of 45 % (1000+ users)of the user base in the region.

Assiting client in projects,Financial modeling,Screening,Portfolio Analysis and other data requirements on a day to day basis.

Managed a team of consultants, monitor client health ,assess revenue risk and proactively work to ensure client service is enhanced.

Interacted and trained client at different positions like MD's, VP's, Analsysts, Associates and helped in customizing their workflow.

Act as the primary point of contact for HOD, Market Data and users,analyse their data requirement need and provide them the workflow solutions.

Worked with clients to maximize their growth, usage and dependency on FactSet by building strong relationships and demonstrating credibility and commercial awareness.

Worked with senior management and product development teams from both FactSet and the client's side to develop enhanced products as part of company-wide projects

Nurtured and maintained longstanding business relationships with key contacts and stakeholders to maintain existing and help identify new business opportunities.

Managed the most complex implementations and new client acquisition in the region.

Instrumental in sales pitches and targeting clients use of competing products and execute strategies for competitive displacement, leading to increased revenues over YOY

Generated new leads through prospecting, researching, cold calling and referrals.

Privileged to be among the first batch of employees for starting up the office in Mumbai, was part of the building the team from scratch

Primary point of contact for many Investment Banking, Asset Management and Research firms.

Maintained client relationship and performed accounts management exercise by meeting deadlines and managing expectations.

Mentored junior team members by giving them more responsibility and empowered them to rise up to the occasions.

Managed the Support desk which is integral part of the Framework.

Additional Information :

To achieve excellence both as a team member & a team leader & excel on the platform of opportunities & challenges which the organization entrust upon me. Achieve the ambition of being recognized in the industry & there of generate value & goodwill for the organization based on the principles of integrity & transparency.

ACADEMIC QUALIFICATIONS

PGMBA in Finance: Mumbai Education Trust (MET) Institute of Management (2006-2008)

B.Sc - Computers Science: Mumbai University (2006)

Higher Secondary Certificate (HSC): Wilson College (Mumbai) (2001)

Senior Secondary Certificate (SSC): Dr. Antonio Da Silva High School (Mumbai) (1999)