

201 Creado Apartments,
Juhu Church Raod,
Juhu, Mumbai- 400049 India
P : +91 8898080904
E : hr6@falconmsl.com
W : www.falconjobs.net

FALCON ID # 17020

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
Mms	Jamnalal Bajaj Institute Of Management Studies	2004	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Senior Manager ? Key Accounts	Tata Teleservices Limited	India	01/2012	02/2014
Key Account Manager	Reliance Communications Ltd.		09/2009	01/2012
Product Manager	Asia Pacific Brands India Pvt. Ltd.		07/2008	08/2009
Product Manager	Ses Technologies Ltd.		09/2003	07/2008
Business Development Executive	Web Access Pvt. Ltd.		03/2002	08/2003
Senior Marketing Executive	Zenith Computers Ltd.		06/2000	02/2002
Business Development Executive	Uptime Technologies		03/1998	06/2000

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 :

Professional Synopsis

Results oriented Senior Management Professional offering cross functional exposure of over 14 years in Product Management, Channel Development, Corporate Account Management & Implementation of Infrastructure Projects.

An all rounder intellect blending leadership skills with sound business practices to achieve turn around growth and position organization for long-term profitability; expert in creating ethical sales model and using knowledge of both the market and the capabilities of the product.

Customer focused, highly successful in building relationships with key decision makers, seizing control of critical problem areas and maintaining customer commitments; major experience across all facets of Business Development, Strategic Management, Project Management and executing projects in large Public Sector and Private Sector.

Product Management –Channel development, Solution Design, OEM Management
Promotions and schemes - Quite well versed in developing schemes and building promotional plans to drive specific target.

Supply Chain - Complete knowledge of logistics and distribution pan India. Hands on experience in JDE ERP software.

Account Management –Account mining and mapping, Customer Business Analysis, Positioning Services, Actively involved in critical services delivery,

Up sale and cross sale: Have very good knowledge of leading various teams for solutions & Services in the Account Management.

Techno-commercial expert with sound knowledge of Computer Networking, Passive Components (Copper & Fiber Cables with accessories required for Data & Voice), ERP, Racks, etc.

Key Strength Areas :

Good Understanding of Business Process • Focused and the Target driven

Team Management • Client Servicing and customer centric.

Senior Manager – Key Accounts

Managing Enterprise Corporate Accounts and complete Account management Role

Managing different verticals offering entire product portfolio to various service industries like BPO, Logistics, Airline , IT and ITS

Managing various cross functional teams for services & solution designing.

Actively involved in delivery of data & Voice connectivity & resolution of issues by managing cross functional teams from service & technical support teams.

Achieving revenue as well as top line Target.

Achievements:

Closed order worth 1.6Cr from Logistics, Airline, Software development & BPO industry.
Achieved 80% services share in all Accounts.

Key Account Manager

Large Corporate Accounts on all India level from various sectors with core responsibility of generating additional sales from account. Additional responsibility of incremental revenue from specified account.

Client Management from Various Industries like Logistics, Banking, Insurance, Health Care & Carrier Business.

Instrumental in closing orders by achieving breakthrough in new accounts.

Arranged capability presentations & product demonstrations at various clients which involve managing various cross functional teams for services, approvals & solution designing.

Actively involved in delivery of data & Voice connectivity by managing cross functional teams from service & technical support teams.

Achievements:

Closed Order of more than 2 Cr. From various industries eg Co-operative banks, Insurance, Healthcare & Carrier.

Got Breakthrough into Co-op Banks & Healthcare Industry.

Product Manager

Entrusted with the responsibility of handling a product portfolio worth INR 20 Crores per annum and driving Sales and Distribution of complete Global Brands - Molex, Panduit, APW across India. Competently leading a team of 8 ASMs across India in all major cities and expanding Channel partner & SI base for networking business.

Collaborating with the Principal and engage in mapping product requirements, offering special pricing, etc.

Supervise the commercial aspects of the business including inventory planning across country, purchase & procurement, vendor relations and collections.

Actively involved in identifying potential clients and sourcing and obtaining huge orders and high valued projects

Providing Networking solutions & Bill of Materials for large networking projects.

Achievements:

Substantial Increase in bottom line by implementing innovations in stocking & logistics.

Product Manager

Handled product turnover worth INR 22 Crores per annum and team of 8 ASMs.

Successfully managed the sales force across India in all major cities and played an important role in supervising the procurement, Inventory and logistics of Molex Products.
Involved in managing vendors and inventory across various branches in the country.

Achievement:

Achieved the significant growth in Molex Business as increase in turnover of Molex brand from 3cr to 22 Cr in 5yrs.

Successfully completed projects in diversified sectors for Public Sector Companies, Financial Services & Manufacturing.

Joined the Company as sales coordinator & promoted to Product Manager (Pan India- for Networking Products)

Significantly involved in procuring high valued projects from niche clients and thereby added to considerable business growth.

Developed effective schemes for channel partners for driving sales for the organization.

Conceptualized and formulated Strategies / Client Communication Programs to create brand awareness thereby capture optimum market share.

Business Development Executive

Developed and augmented business in various small Business Houses & Retail Segment.

Successfully managed and ensured wide distribution of products through effective market penetration and reach.

Senior Marketing Executive

Managing sales in Financial Services Sector - Banks, Financial Institutes, Public Sector Banks, and Co-op Banking, etc.

Business Development Executive

Managing business through AMCs & PC Sales

Additional Information :

Career Objective

Seek to work in challenging work environment in order to utilize my experience & expertise to achieve organizational & career goals.

Academic and Professional Credentials

MMM, 2004

Jamnalal Bajaj Institute of Management Studies

B. E. (Elect. & Telecom), 1996

Mumbai University

Diploma in Software Programming

Vijay Mukhi's computer Institute

Health: Sound

Hobbies: Active Badminton Player, Reading, Travelling