

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

FALCON ID # 17626

Telecommunication / Business Development Manager

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

## EDUCATION

Qualification	Institute / College /university	Year	Country
B E / B Tech	Bankura Unnayani Institute Of Engineering	2013	India
Xiith	West Bengal Board Of Higher Secondary Education	2009	India
Xth	West Bengal Board Of Secondary Education	2007	India

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sales & Pre Sales Engineer	Datacom Products (I) Pvt. Ltd.	India	01/2014	/

## 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 :

Work experience: Having 1.5year experience with TELECOM IT/NRTWORKING(VOICE AND DATA) industries.Designation: sales & pre sales engineer

- Working with Sales and Marketing Teams:
- Worked with the sales team to develop selling strategy within the target accounts – Created

and delivered effective presentations and sales tools for the sales team.

- Work with regional sales managers to provide pre/post-sales support – Worked with the sales team to design, propose, and close new deals/opportunities with customers.
- Preparing Solution documents and Presentations.
- Design technical solution as per client requirements.
- Thorough knowledge of presenting technical solutions
- Preparing RFP documents.
- Offered post and pre sales technical support for current and new clients.
- Helping sales executives by making technical presentations, answering technical questions

Business development:

- ? Have worked in Sales and Presales Cases in AVAYA IP Office and other AVAYA Products.
  - ? Have worked in Sales and Presales Cases in Polycom Video Conferencing Solution.
  - ? Have worked in Sales and Presales Cases in IP surveillance Camera from MOBOTIX.
  - ? Have worked in Sales and Presales Cases in AVAYA RADVISION Video Conferencing System.
  - ? Have worked in Sales and Presales Cases in AVAYA DATA Switches (Nortel Switches).
  - ? Monitored Store tasks & Check of statements before distribution.
  - ? Generated KPI Reports of project and provided supported documents.
  - ? Responsible for Vendor PO and Payments.
  - ? Invoicing against the Customer Purchas Order.
  - ? To ensure the correct orders to supplier and complete delivery in time from suppliers to warehouse /sites.
  - ? To work independently and provide necessary support /guidance to their sub-ordinate staff.
- Managing Accounts as Account manager by constant Follow ups and proposing new Solutions and ADD On'

Working with Customers:

- Met with channels/customers to understand their current technical environment, key business issues/drivers, and future technology requirements.
- Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product definition.
- Developed and established strong relationships with strategic clients and industry partners.
- Provided product updates and technical advice to clients – Explained technical capabilities and business benefits of solutions to the customer from engineering level to senior executives.
- Presented the company products to clients – Showcased drivers and value that supported the business case for the total cost of ownership to the customer.

Additional Information :

About myself : A highly energetic engineer Ready to take any challenge on the pathway to success.

STRENGTHS:

Results oriented with strengths in leadership and interpersonal skills.

I'm Committed, Dynamic, Optimistic and entrepreneurial with ability to provide Innovative Solutions in emerging technology.

OBJECTIVE:

Secure a challenging and responsible position in telecom engineering field and to become an

inspiration to others.

#### SCORES DETAIL:

ENGINEERING-B-Tech( electronics and communication engineering)

College: BANKURA UNNAYANI INSTITUTE OF ENGINEERING.

University: WEST BENGAL UNIVERSITY OF TECHNOLOGY.

Year of Passing: 2013

Percentage (CGPA): 75.5%

Heads	Year	Board	Percentage
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HSC	2009	West Bengal board of higher secondary education	70%
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SSC	2007	West Bengal board of secondary education	74.0%
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#### Computer Knowledge and Software Exposure:

- Avaya Certifications - Avaya Professional Design Specialist - Unified Communications
- Avaya Professional Design Specialist - Data
- Avaya Professional Design Specialist - Radvision
- Avaya Professional Sales Specialist- Data
- Avaya Professional Sales Specialist- SME
- Avaya Professional Sales Specialist- Radvision video

- Avaya Products - Avaya SME and SMB products, Avaya Aura,
- Avaya Midsize enterprise server,
- Avaya Unified collaboration,

- Fundamental programming skill in C language, dbms
- PSPICE
- MATLAB

#### Project details:

Project :In my college I did a project that "4G REMOTE SURVILLIANCE SYSTEM

INDUSTRIAL TRAINING: 2 weeks vocational training on 'Advanced Telecom' at Netaji Subhas Chandra Bose Telecom Training Center,BSNL,Kalyani.

HCL CDC, Kasba, Kolkata: Training for 'Networking' for duration of 80hrs in June-July, 2012