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Maintenance / Data Security

Residential Country : India Nationality : India
Resume Title : Engineer - Data Security Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B E / B Tech	Abes Engineering College Ghaziabad	0000	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Dept Manager	Reputed Company	India	07/2010	06/2015

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 :

- ? Performance-driven Manager offering expertise in business development, sales & marketing, key account management, relationship management and team management operations across various industry verticals.
- ? Determined in building business, securing customer loyalty and forging strong relationships with business partners.
- ? Expertise in achieving service delivery and process targets with excellent networking and negotiating skills.
- ? Keen communicator with ability to relate to people across all hierarchical levels, liaising with various organizations & forging strong relationships with team.
- ? Attained proficiency in developing markets, establishing market & achieving the targeted

goals. Demonstrated abilities in enhancing business volumes.

? Management style characterized by a focus on discipline, prioritization, and keeping focus on mission critical objectives of securing key clients and increasing product visibility.

? Strong team leader builder and facilitator, fostering an atmosphere that motivates highly talented professionals to balance high-level skills with maximum productivity.

? Experienced in handling of a wide bandwidth of Data Center solution, Security/AudioVisual/Networking/IT products/Solutions, such as Video surveillance systems, Access Control System, BMS,PA , Integrated Intrusion Alarm monitoring and management, Fire Alarm Systems, Gas based Fire Suppression Systems, Audio Visual, Conference Room, Board Room, Auditorium, Networking etc.

Well conversant with the tendering & non tendering DGS&D business process.

Team Management

- Trainings, Team grooming, Skill developing and mentoring of executives for accomplishments of designated targets in compliance with Key Metrics.
- Effectively interfacing with people at all levels, managing healthy work environment and inculcating bonded teamwork with high work ethics.

Additional Information :

1. Sales Force Management: Building and managing Sales across the territory. Responsibilities involve mapping the potential of the territory and assigning the respective Sales Engineers with Target. Fixing of individuals Key Result Areas (KRA) and monitoring / evaluating performance.
2. Key Account Management: Nurturing Key Accounts. Job involves identification of the customer based on their existing and future potential, visiting key influencers and making presentations to them, converting one time big customer to key account.
3. Revenue Generation and Overall profitability: Monthly Forecasting of funnels of Enquiry in-hand, with impact level with percentage of maturation. Forecasting of order booking and bill sales as per closing of month. Revenue forecast for Projects and service to ensure to meet forecasted revenue with overall Profit margin should be more than Booked Margin.
4. Customer Satisfaction: Ensuring a high level of Customer Satisfaction Index (CSI) through organizing regular visit to Key Account , Pre-Sales support to clients , coordinating customer and company for smooth operational activity at the time of projects and handing over. Monitoring Warranty Services metrics , Maintenance Contracts, and System Audit.

- Designing network layouts and managing the commissioning, configuration & maintenance of a wide range of telecom equipments, Data Center solution, electronic security system, Audio Visual, Data Networking
- Design the 50 racks data center solution.
- Making of proposal, bidding it and getting orders from the Government clients.
- Manage sales team involved in marketing of CCTV, Fire Alarm, Fire Fighting BMS, P.A System, Access control & Fire Suppression System works, Audio Visual, Display System, Data Networking
- Sales with Architects, Builders, Contractors, Consultants, especially with loyalty.
- To Get Business from Government Organizations such as MCD, Airport authority of India, PSU.
- Performing Demos, Traveling to the various customer sites.
- Performing customer Query /Leads from various sources.

- Sales & Technical marketing support.
- Participate in client meetings for Technical Query & Demonstration, presentations, Exhibition shows.
- Technical submission & discussion of Tender.
- Products selection for Tender.
- All Technical Specs & Pre-Qualification related matter and Tenders Documentation etc.
- Create a Vendor list Data-Base of all the above Products & Solutions.
- Attend Pre-Bid meeting for Technical discussion.