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FALCON ID # 42393

Telecommunication / Manager

Residential Country : India Nationality : India
Resume Title : Area Sales Manager Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm		0000	Not Mention

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Area Sales Manager	Reputed Company	India	08/2010	/
Business Development Manager	Hcl Infosystems Ltd	India	12/2006	07/2010
Major Accounts Manager	Ricoh India Ltd	India	01/2000	12/2006

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 EXPERIENCE

Company: Currently working at Infres Methodfex Ltd from August 2010 till date.

Position: Area Sales Manager – DSG Group

Company: HCL INFOSYSTEMS LTD December 2006 till July 2010

Position: Business Development Manager

Company profile:- HCL INFOSYSTEMS LTD is a group company of HCL Corporation, which is over \$ 4.3 Billion group, suppliers and service providers for PC's, Laptops, Multifunctional Devices, Printers, Fargo Card Printers, Wide Format Printers, Automatic Master Duplicators, Projectors, Audio/Video Conferencing, AVSI, LCD/Plasma TV's, Digital Signage, CCTV, Fire and Security.

Job Profile: KEY RESULTS

Successfully headed sales dept. (With turnover of 3 Crore)

? Responsibilities like Account Management, Planning, Retailing, implementing incentive scheme for sale executive, achieving targets given by Company H.O.. Appointing dealers in prime and non-covered area.

Sales team management:-

? Headed team of sales executives and achieved collective target of sales team regularly.

? Major /key accounts:-Exploring new major / key accounts which include Ministries, corporate, construction, oil related companies, Schools, Institutes and Educational sectors. Etc.

? Keeping track of market movements:- Finding out competition movements on product and pricing updating/informing them to H.O..

HCL SOLUTIONS:-Providing solutions to the customers on Document System (Document generating, Printing and communicating System) vide strategic documentation solution, document processing solutions, document printing solution, document scanning solutions (OA), document presentation and Information Resources (IPAS,BPNI) thru reputed brands of office Automation products of Company's like Toshiba, Konica Minolta.

AVSI SOLTUTIONS:-Providing solutions to the customers on Audio Video Integrated Systems thru high definition branded products such as Hitachi, Toshiba, Infocus, LG (DLP LCD Projectors).Interactive Whiteboards - Hitachi, Polyvision, LCD / PLASMA TV's- LG ,Toshiba, Hitachi, Panasonic, Audio / Video Conferencing – Polycom, Aethra, Tandberg.

Also providing complete support to customers products with back up sales and service and also hold ready stock the spares and consumables for immediate delivery.

- Exposure to Corporate Accounts operations and retailing.
- Account Management.
- Setting up and achieving quantifiable goals for self, team and all projects.
- Interacting with top level MD's, CEO, IT Heads, VP's, HOD, RAO's, GM,IPS, IAS, DG, IGP, Secretaries, Joint Secretaries, PA's etc to help drive the growth and optimization of the Company's Sales.
- Opening up new business from corporate and government accounts and Channel Sales network.

Also developing and planning activities to optimize group structure, process, and policy to maximize team efficiency and

productivity. Establish priorities and allocate resources accordingly.

Provide planning, analytical, competitive intelligence gathering, forecasting and goal-setting support to the Sales team.

Grow and optimize the largest and most important client relationships.

Achievements:

Excellent & proven track record in Major accounts:- Major breakthrough in Ministry of Defense, Ministry of Labour, Law and Judiciary, Charity Commissioner, TIFR, Navy, NRHM, DMER, DG

Shipping, Birlashloka Edutech Limited, Elphinston College, IIS, Taj Hotels, UB Group, IL&FS, Bharati Airtel, Indianoil, Kotak Mahindra, Alcem Laboratories, Vodafone, NACEN, MBPT, SEDBI, BCCI and others.

? Opened up new opportunities in Managed Printing Solution in accounts like, ICICI Lombard, GE Countrywide Finance, Fullerton, Dhanraj Printers (Pune), Lalwani Stationery's & Printing Services (Pune), E-Funds, Global Solutions, Janmabhoomi Printers, Clear Water Finance, Free Press Journal.

? Opened up new opportunities in Fixed Rentals business in accounts like TTNL, Abbott India, Abbott Health Care, Dow Chemicals, Indira Gandhi Institute Of Science and Tehcnology, MTNL, St' Xaviers College, Sydenham College, New Consolidated Construction Co, Outlook, A.F. Ferguson & Co. MSC, Provogue.

Experience:

Company: Ricoh India Ltd. January 2000 to December 2006

Position: Major Accounts Manager

Company profile:-

Ricoh India Ltd. at a subsidiary of Ricoh Company Limited, Japan. A pioneer in digital office equipment, Ricoh offers a broad range of office solutions with world class support and services, including MFPs, printers, fax machines, Wide Format Printers and digital cameras.

Job Profile : KEY RESULTS

Sales project undertaken:- Appointed as Project leader from sales division, Appointed as National major account coordinator for national and international key/large accounts. Exposure to Corporate Accounts (Operations & Retailing).

- Responsible for guiding the sales team to bring in business, appoint new channel partners and help in maintaining relationship with the existing clients.
- Multiple business development by identifying new segments of growth opportunities for all of the company's products.
- Providing solutions to corporate on documentation processing.
- Implementing pricing strategies based on customer requirements and needs.
- Constant Interaction's with Higher Management, Associates and Vendors for aligning new market opportunities.

Major Achievements:-

? Nationally Ranked no.1 for maximum sales of Aficio series in terms of net sales.

Sold first digital copier of Ricoh – Voshloshwabe – Colaba

Opened up new and a large accounts of Bank Of India, Development Credit Bank Ltd, ICICI Lombard, New Consolidated Construction Company, Bank Of Baroda, in Rental and Managed Printing Solutions / VDAC which brought about a major growth in the Turnover for Ricoh India as well as large revenue.

? Major breakthrough in non-Ricoh accounts:-like L&T, Nilkamal plastics, Patni computers (PCS), Tata InfoTech, Tata Power, Jet Air, Defence, Maharashtra Mumbai Police HQ.

? Opened up new opportunities in Managed Printing Solution in accounts like, ICICI Lombard, GLOBE OPS Finance, SAM Business Forms.

? Opened up new opportunities in Fixed Rentals business in accounts like Development Credit Bank, IDBI Bank, Akbar Travels, JM Bakshi, Indian Hume Pipe, Raymonds, ACC, Shipping Corporation, DSP Merrylinch, Bank Of Tokyo.

- I have always achieved my target for all time high collection and sales.
- Appointed effective new dealers in Mumbai for the organization within short span.
- Increased the productivity with the existing dealers and also new dealers.

- Increased brand awareness especially for A0 size printer which resulted in substantial sales for this product.
- Increased substantially revenue for the company by doing good sales for all products.
- Have good hold in the market in terms of Market acquisition, Dealer relationship management and Channel loyalty.
- 100% Achievement in terms of Quarterly and Yearly targets.
- Contributed every time in terms of getting the new sales initiative into implementation.

Company: METRO EXPORTERS LIMITED January 1995 to December 1999

Position: Senior Executive

Work Profile: Increasing the Product Knowledge and spreading market Trends among different suppliers, Traders and Junior Executives.

- Organizing Distributors and Investors Meets.
- Making presentations of products to the clients.
- Handling activities related to export and import.
- Retailing of products such as Wooden Articles, Candle Stands, Show Lamps,
- Attracting wholesalers and retailers for such products and taking decision on orders of the selected products to be allocated to such retailers.
- Taking interviews and making arrangement for fair related activities.
- Co-ordination with overseas clients on day- to- day basis for shipment advice and collecting information and data for forthcoming business opportunities and orders.

Additional Information :

TRAININGS UNDERGONE

MFP (Mumbai)

? Attended special training arranged by Toshiba Inc..at Hotel Kohinoor in mumbai on Digital Colour multifunction product. This training was about how to position colour capable machines which is not only where today's dynamic market is moving but also main source for higher revenue / turnover.

Consultation selling (Delhi)

? Attended Training Program at Delhi arranged by Ricoh India Ltd. on consultation selling to adapt with Changing Market Environment.

Ricoh e-inc certified Digital master (Delhi)

? Certified by Ricoh-Europe as a Digital Master. Passed all 12 exams covering digital copier, printer, fax, scanner, computer hardware. Networking and software.

Educational Qualifications:

? Executive-Master in Business Administration – (Pune University) Sudarshan College Of Management And Research, 1st Class 2 Semesters completed in May 2009

? Bachelor of Commerce from Mumbai University, April 1994

? H.S.C. St' Anne's Junior College, March 1990

? S.S.C St' Anne's, March 1989