

RAJEEV

Business Development Manager/Sales Manager/Account Manager/Sales Head/Director of Sales

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Current Location – Hyderabad, India

A result-oriented professional targeting assignment in generating new business opportunities with an IT organization of high repute

PROFILE SUMMARY

Accomplished Sales head offering around 12+ years of Experience with US Business Visa (B1/B2) and travel to the United States of America (USA) for a couple of times, driving revenue of more than \$2 Million per year with new and through building and maintaining client relationships with the existing clients across US/CAD/UK/APAC markets. Creative and dynamic marketer with proven expertise in consistently penetrating new markets to ensure sustainable revenue growth. Leverages exemplary communication and in-person meetings to establish presence and build a positive brand while fostering continuous client engagement. Adept at working effectively to achieve goals both as a Cross-functional team member and individual contributor.

Technology Sales Experience:

Microsoft – SharePoint, Sitecore, Microsoft Dynamics, Power BI, Office 365, Azure

Oracle – ERP, SCM, PPM, HCM, CRM

SAP – ERP, SAP IBP, FSM, CPQ, CLM, ECC, S/4 Hana, Ariba

Salesforce – CRM Implementations, Service Cloud, Sales Cloud, Marketing Cloud, Community Cloud, Einstein UI/UX

Mulesoft – API Integrations

Blockchain

AI & ML

Services Focused:

Application Development

Mobility

Quality Assurance

Big Data & Analytics

Business Intelligence

DevOps

Legacy Modernisation

Annual Revenue targets: \$2 M

Achievements: \$4 M

CORE COMPETENCIES

~ Strategic Planning
~ Revenue Enhancement
~ Solution Selling
~ Onsite Sales
~ Emailing/Cold calling

~ Lead Generation
~ Resource Allocation
~ Territory Management
~ Competitive Intelligence
~ Team Leadership

~ Proposals and Presales
~ Relationship Building
~ Research & Analysis
~ Decision Making
~ End to End Sales

ORGANIZATIONAL EXPERIENCE

Resilience Solutions, Hyderabad

Director of Sales

Oct'18-till date

Role:

- Identify new business opportunities - including new markets, growth areas, trends, customers, products and services
- seek out the appropriate contact in an organization.
- generate leads and cold call prospective customers
- meet with customers/clients face to face or over the phone
- understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business

- work strategically - carrying out necessary planning in order to implement operational changes
- draw up client contracts - depending on the size of company, this task may be completed by someone else or agreements may not be as formal
- have a good understanding of the businesses' products or services and be able to advise others about them
- ensure staff are on board throughout the organization and understand the need for change and what is required of them.
- train members of your team, arranging external training where appropriate
- discuss promotional strategy and activities with the marketing department
- liaise with the finance team, warehousing and logistics departments as appropriate
- seek ways of improving the way the business operates
- attend seminars, conferences and events where appropriate
- keep abreast of trends and changes in the business world.
- Scheduled meetings / appointments according to established procedures & making reminder calls to prospective customers.
- Responsible for all aspects of the inside selling process - identified, qualify and generated qualified leads and meetings
- Data capturing with 100% accuracy while working on CRM.
- Participated in Sales meetings, review campaign status and assignments
- Accurate forecasting of business & kept records in the internal systems updated
- Capture and reported on all metrics with 100% accuracy.

GGK Technologies Pvt Ltd., Hyderabad
Business Development Lead

May'16-Oct'18

Role:

- Served as a key member of the executive team charged with formulating strategic direction and devising business development initiatives consistent with overall strategy.
- Researched, planned and executed marketing strategies and cultivated business partnerships, built a successful pipeline and created new sales opportunities including three new large-scale clients.
- Presented quarterly findings to Board of Directors including goal roadmaps. Managed new and existing client projects including complex contract negotiations and liaising with legal counsel as needed.
- Strategically managed revenue generation endeavors, including the development of forecasts, divisional pipeline strategies and quarterly shareholder reports.
- Lead generation through cold calling, email marketing and social networks across US market.
- Built and managed a business development team to enhance and refine customer relationships and satisfaction.
- Primarily focused on US market to improve trade strategy resulting in increased brand awareness and sales
- Develop and executed Inside Sales plans to achieve leads: cold calling, prospecting, qualification, account mapping and presentations
- Effectively utilized available sales & marketing tools for campaign planning, ideal client profile, pipeline development, tracking opportunity progress (forecasting), developing monthly, quarterly level forecasts
- Strives to meet or exceed prospecting goals on daily, weekly, monthly and quarterly basis
- Generated new leads and set appointments for the Sales Managers, within a defined territory, for specific lines of business, through cold calling campaigns
- Worked closely with Sales Managers to qualify prospects, coordinate meetings, and drive new opportunities
- Developed new relationships with key decision makers at prospective customers
- Worked with Sales and Marketing team to create a consistent client message

Wilco Solutions Pvt. Ltd., Hyderabad
Business Developer

Nov'13-April'16

Role:

- Generated new sales opportunities by developing relationships with new and existing clients through individualized account management.
- Forecasted and reviewed existing client contracts and created comprehensive reports for each target regions (USA & UK) on a quarterly and annual basis.
- Monitored monthly, quarterly and annual travel expenditures to control company costs.
- Conducted research that placed emphasis on rules and current regulations of State and Tribal entities.
- Travelled to client location (Pan India to show case the product features)
- Cultivating relationship with the premier clients and constantly performing beyond expectations for cementing stronger bonds
- Utilizing the industry expertise to influence client outsourcing strategies through technology enablement

Texiph IT Solutions., Vijayawada
Marketing Executive

May'13-Oct'13

Role:

- Regularly researched and created new sales opportunities to Maintain a solid client pipeline and database.

- Coordinated Cross-Functionally to facilitate client relationships and complete special Projects. Complete field sales to generate leads.
- Presented about the company projects and take the new requirements. Developed tribal relationships, researched and built client contacts by attending conferences and trade shows within tribal territories
- Travelled over the city and identify the new opportunities

INVOLVEMENTS

- Participated in Healthcare Information system (HIT) by Indian Express in Hyderabad
- Participated in Transforming Healthcare and Info. System (THIT) by Apollo in Mumbai and Chennai
- Volunteered to help government School children – Seva Bharathi
- Participated in Department day celebrations

TECHNOLOGICAL PROFICIENCIES

- Microsoft Office/PPT/Excel
- Zoho CRM
- HubSpot
- Salesforce CRM
- ActOn Marketing tool
- Sales Navigator
- Lead Square
- ZoomInfo

EXTRACURRICULAR ACTIVITIES

- Participation in charity events – 10K run for a child
- Leadership roles in clubs, organization and other charity events

ACADEMIC DETAILS

- Master of Business Administration (pursuing in correspondence), Indian Business School (IBS) University
- Bachelor of Technology in Mechanical engineering, JNTU Kakinada
- Board of Intermediate Education, Narayana Junior College
- Board of Secondary Education, Arunodaya High School

CERTIFICATION

- Certified Sales Development Representative (CSDR), 2021
- AWS – Certification of Accreditation (Business) (Digital), 2021
- Best Employee award, 2016 & 17
- Ansys analysis training – Ram Tech, 2013
- Coordinator for National technical event, 2012

PERSONAL DETAILS

Date of Birth: 9th January, 1991
 Marital Status: Single
 Passport Number: K8575030
 Languages Known: English, Telugu & Hindi.
 Nationality: Indian
 Permanent Address: 101, Sahitya Apartment, Vasantha Valley, Whitefields, Kondapur, Hyderabad - 500084