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Professional summary:

A dynamic professional with over 18 years of rich experience in Information Technology Enabled Services & Telecom Domain

Skills in IT Infra & Telecom, Networking Solutions (wireless & wired VSAT, ISP, WSP, MPLS VPN, and Broadband) Immersive Telepresence, Video & Audio Conferencing solutions, Security surveillance, Access Control, Cloud Computing Software licensing, desktop level security (antivirus) and gateway level security (UTM, Firewall), and telecom solution-ISP & WSP's (Hughes-Railtel-BSNL) voice & data sales, Connectivity, Hosting Services, security, Managed Voice, Enterprise Solutions & Storage Solutions and also on Digital Marketing.

Quality experience in handling all the phases of sales cycle from sales & marketing.

An effective communicator with exceptional relationship management skills with the ability to relate to people at any level of business and management.

- Gained ample exposure towards understanding the core functional needs of any client to suggest appropriate solution to increase the revenues and reduce costs.
- Combination of business and technical skills, in order to understand the customer's requirements to adopt a consultative approach rather than a pure sales approach.
- Efficient in Customer management and shown a greater responsibility in bringing the significant revenue inflow for the business unit via Direct & referral sales.
- Hardworking and dedicated with strong communication and leadership skills, done a successful job in building the good clientele.

Professional Experience:

Dec, 16 to till date

M/s QuadGen Wireless Solutions (P) Ltd, Hyd

Manager-Sales

Job Description:

Working as a Wireless Sales Professional with an excellent sales and customer satisfaction record since Dec 16th for AP & Telangana Region.

Adept at working simultaneously on multiple accounts with the highest accuracy and professional salesmanship. Able to function well independently

Met monthly personal sales goals on a regular basis with extensive high-technology and telecommunications industry experience

Strong proficiency with data, voice and ISP telecommunications

Nov 13 to Nov 16

M/s United Telecoms Ltd., Hyderabad

Manager-Sales

Job Description:

Worked as Telepresence Sales Professional for promoting Hosted multitenant managed video conferencing services give organizations the benefits of Cloud based HD video conferencing technology endpoints and multipoint control units, Worked closely with vendors of HOD-IT's three years and more than a decade with telecom domain across South India. Handled South India for Sales & Promotion activity, Customer Care, Online campaign and Running Email Campaigns successfully, Daily, weekly and monthly Meeting's, technical issues, Escalation Calls, Replying back to Customer Email's.

I brought huge market awareness for TPAAS among Public & Private Enterprise customers, Created large Funnel to win large strategic deals against entrenched competitors with steady stream revenues.

Oct'9 to Nov' 13

M/s Unicom Infotel (P) Ltd, Hyderabad

Territory Manager-Sales

Job Description:

- Handling IT Infra end to end Solutions, Data, Voice Communication, Switching & Routing, Server, Storage, Gateway level security, Video & Audio-Conferencing solutions,

Sales & Marketing: Analyzing latest marketing trends, tracking competitor's activities and providing valuable inputs for fine tuning marketing strategies. Identifying prospective clients, generating business from new accounts and developing them to achieve consistent profitability.

- Techno Commercial Operations: Scrutinizing contracts/ tender documents, preparing compliance statements, cost estimations & formulating proposals. Finalizing tender specifications for tender negotiations, contract finalization & overall co-ordination.

Providing customer satisfaction by recommending solutions based on customer requirements.

June'05 to Oct'9 **Venmak Technologies (P) Limited, Hyderabad (Hughes)**
Manager – Business Development

Job Description:

Processed incoming orders, coordinated shipments, and handled customer-related issues.

Responsible for the business from the strategic accounts and overall targets.

Analyze competitive product offerings in terms of features and benefits as well as price points.

Part of Managed Services Group, understanding the clients' infrastructure setup, analyzing infrastructure requirements and optimizing the current network infrastructure.

Generate business for Global Management Center, providing Remote Infrastructure management services.

Oct'03 to June'05 **Software Solutions Integrated-SSI, Hyderabad**
Marketing Executive – Corporate.

Key Achievements:

- Consistently met and even exceeded the sales targets.
- "No 1 Franchisee in Corporate Business" and "Best Sales Performer" Award for the year 2003 for SSI-APTECH Centre-Hyderabad from Southern Region.

Job Description:

- Handle and ensure sales from the defined segments and adding new names to the existing clientele for Aptech-SSI's Training programmes.
- Understanding the client requirements and coordinate with Software Engineers Team to ensure that the proposed training is ultimate of all.
- Presenting the technical and commercial proposals to the key decision makers and responsible for efficient account management.
- Ultimately responsible for achieving the Business Unit's budget profitability goals with a focus on business development and workflow growth as well.

May'2000 to Oct'2003 Comfortline Systems (P) Limited (Carrier Aircon), Hyderabad

Marketing Executive – Institutional

Achievements:

- Sales revenue achieved was over 95% of the target
- Provided strategic entry in large Private & PSU Banks and Stepped into AP State Government for continuous revenue in-flow for the company
 - Building and implementation of sales plan for Ductable and central Air conditioning solutions for the target segments to achieve the sales targets.
- Played a lead role in bringing the Comfortline systems to the number one position in India.

Areas of Expertise

- Corporate & retail sales of Networking Communication and IT and ITES services companies.
- Product, Solution and Services sales in Manufacturing, Government, IT & ITES, Education, Hospitality and Retail industry segments.
- Banking Networking Solutions, ERP Solutions, Document Management & Workflow Solutions, Enterprise Management Solutions and Connectivity solutions thru Leased Lines, VSATs etc.,

Key Skills

Negotiation, Quotations, Sales Performance, Analytical Skills, Business-to-Business (B2B), Enquiries, Bidding Process, Deal Closure, Customer Service, Customer Satisfaction, Organization Skills, Analytical Skills, Health & Safety, marketing, sales, product management, delivery, master data management, people management skills, strong communication skills, strategic business initiatives, master data, user stories,

Skills

Business Management, Team Management, Business Strategy, Analytical Skills, Growth Strategies & Development, Strategic Planning, Documentation & Presentations, Sales Management, Business Requirements, Business Analysis, Software Solutions sales, Leadership, Network Administration, Channel Sales, Communication, Project Management, Business Process People Management, Operational Excellence Interpersonal Skill

Strengths

Highly achievement oriented with an ability to develop effective strategies

Hardworking and self driven with positive attitude

Quick learner and easily adapt to changing work environs

Strong ability to build, develop and lead result-oriented teams

Very good at working with team and execute multiple tasks from PO to Commissioning.

Education

Newport University, Bangalore

2000

Master of Business Administration (MBA) – Marketing.

Andhra University

1995

Bachelor of Commerce

Computers Knowledge

- Proficient in use of Windows, MS Office, business Quotes Preparation and Knowledge about SAP (SD module).
- Awareness on various networking environments.

Personal Details

Date of Birth: 4th June' 1973

Languages Known: English, Hindi, and Telugu

Address:

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RV Exotica,

Vijnanapuri Colony

Kukatpally,

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