**Curriculum Vitae**

**Santosh Chaubey**

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Date Of Birth : 15th July 1976

**OBJECTIVE:**

Seeking a position to utilize my skills and abilities in the Information Technology Industry that offers Professional growth while being resourceful, innovative and flexible.

A result-oriented professional with ‘more than 15 years of experience in Sales& Service Operations.

**EDUCATIONAL QUALIFICATIONS:**

Diploma in Industrial Electronics- 1st Class from Terna Polytechnic(Mumbai University)

HSC in 2nd class from Bhavan’s College (MumbaiUniversity ).

SSC in 1st class from Mumbai University.

**IT EXPOSURE:**

More than 15 years of Experience in IT and Office Automation Products.

Products : Multifunction Printers/Copier, Audio Video Solution ,Office Automation Products, IT Hardware, Networking, MPS Solution, Consumables, POS, Retail Printers.

**Professional Expertise :** Managed major corporate accounts like **( Godrej Boyce, Godrej industries, TATA housing Development, TCS, Reliance communications, Arshiya international, Container corporation of India , Aditya Birla, BFSI Sectors) in India.**

**Employment Details:**

**Current Employer** : MFI Document Solution Ltd. – Mozambique, Uganda, Tanzania

Designation: **Key Account Manager**

Tenure: 26th June 2017 To till date.

**Product Portfolio:**

Handle sale of KYOECRA and Canon printers/Copiers .

**Previous Employer**  : Gulf Islands General Trading - Dubai, UAE

Designation: **Sr. Sales Executive**.

Tenure: 1st September 2015 To 30th November 2016.

**Product Portfolio:**

KYOECRA MFP ,Brother Printers, HP MFD, Copier ,Audio Video Solution, Solution Software.

**Job profile:**

* Handle All Large corporates, Jobbers, Channel Partners to sell Xerox/Copier Printers & Consumables. Handle the Existing Clients and grow the business from them.
* Generate new clients and enhance the business.
* Adhere to defined sales processes and maintain/grow the funnel as per organizational growth plans
* Ensure timely collections from the set of assigned accounts and maintain a healthy business.
* Report sales data, competition information and market data as per requirements.

**Previous Employer** :New Smart Office Automation LLC (Distributor for Sharp) - Dubai, UAE

Designation: **Sales Executive**.

Tenure: From 29th October 2013 to 31st August 2015.

**Product Portfolio:**

Sharp MFD & Toners ,Audio Video Solution, Solution Software.

**Job profile:**

* Handle assign territory to achieve the assigned Target.
* Handle the Existing Clients and grow the business from them.
* Generate new clients and enhance the business.

**Previous Employer:**

**COLOR COPI LTD.(India)**

**Designation: Large Account Manager**(For Managed Print Solution and Services Business)

Tenure: From February 2010 To May 2013.

**Product Portfolio:**

Konica Minolta Copier/Xerox machines/HP Printers & Multifunction printers,Consumables & Toners, Paper Cutting machines, Slit/Cut/Crease machine/

Lamination Machine/Offset Numbering machines

**Previous Employer : Microprint Technology(India)**

Designation: **Business Manager**

Tenure: From 1stJanuary 2010 toMay 2011

**Product Portfolio:**

Printers,Desktop,Laptop,POSPrinters,RetailPrinters,Networkingproducts,Servers,Antivirus& other Softwares.

**Job profile:**

Microprint deals in IT sales and support and a Partner of Wipro Peripherals Ltd.

Cover all the accounts assigned, build relationship with decision makers and target

For opening new opportunities.

* Adhere to defined sales processes and maintain/grow the funnel as per organizational growth plans
* Report sales data, competition information and market data as per requirements.Manage the team, motivate them to achieve targets, close mega deals and generate revenue.

**Previous Employer**

**Wipro Peripherals Ltd.- Mumbai**

Designation: **Regional Product Specialist**.

Tenure: From February 2008 to January 2010.

**Job Profile:** Organize & Manage sales promotional activities with channel partners to target Corporates, institutions etc.

* ASP Handling by giving Training on Various Products and ,omitor their Performance.
* OEM and Reseller handling to Promote Company’s sales in the Region.
* SLAMaintainance.
* Service Delivery Operations.
* ASP Handling, Training.

**PreviousEmployer:**

**LIPI DATA SYSTEMS LTD : -Mumbai**

Designation: **Customer Support and Asst. Sales Manager**.

Tenure : From April 2002 to Feburary 2008 as Area sales Manager.

**Job Profile :**Responsible for Corporate sales and Key Account for products like Printers,Ups and Consumables.

Generating leads and responsible for acquisition of NEW CLIENTS.

Giving Corporate Presentation and Maintaining Client relations.

Mining in Existing accounts and generating revenues.

Handling large installation projects with the help of Project Manager.

Organizing technical and soft skill training for service associates.

Earning revenue through sale of hardware upgrades, warranty extension care packs and billable services.

Father’s Name: Mr. B. P. Chaubey

Marital Status: Married

Driving License: Yes(UAE).

Areas of Interest: Travelling and Music

**Declaration**I hereby declare that the above written particulars are true to the best of my knowledge and belief.

(SANTHOSH CHAUBEY)