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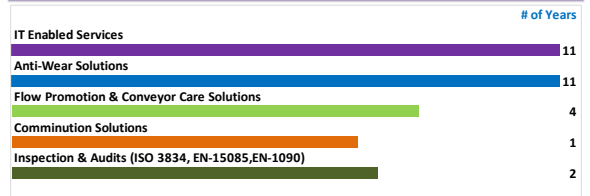
Solutions-focused professional with proficiency in formulating, developing and executing business strategies to ensure attainment of goals



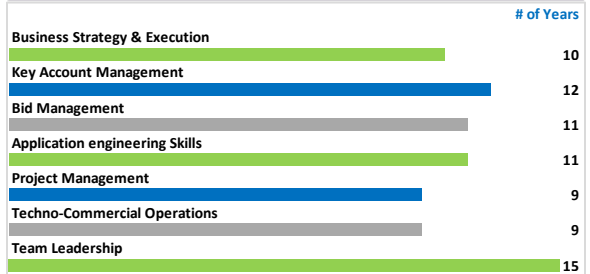
Profile Summary

- Versatile & high energy technocrat offering a career of over 25 years in directing strategy development, business solution delivery, sales and business development
- An accomplished professional with consistent success in achieving sustained business growth in diverse industries
- Trusted member of the senior leadership team influencing focus on core business competencies with feasibility analysis for proposed service lines/offerings
- Formulated plans, translated product & business strategies into executable channel plans and drove sales of solutions & services businesses; Provided strategic direction to a startup's anti-wear solutions business, across India
- An effective leader with excellent communication, negotiation and relationship building skills

Industry Sectors



Core Competencies



Education

- Diploma in Mechanical Engg. (Four-Year Industry Integrated Course)

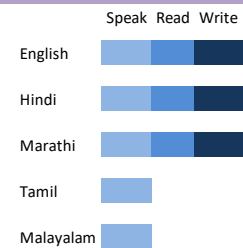
Leadership Competencies

- Business acumen
- Collaboration skills
- High adaptability Quotient
- Problem-solving skills
- Learning Agility

Certifications

- Certified Welding Coordinator
- ITIL v3 Foundation Certified
- Oracle BI Foundation Suite 11g Presales Specialist
- Oracle Essbase Presales Specialist
- Oracle CRM on Demand Sales Specialist
- Oracle SOA 11g Sales Specialist

Language Skills



Training

- International Training at M/s. Vautid-Verschleiss-Technik, Germany
- As part of hi-potential development journey, attended several Leadership Competency Training programs

Soft Skills



Work Experience

Sep 2018-till date: Institute of Welding & Testing Technology, Mumbai, Senior Business Consultant

Highlights

- Conceptualize, design & execute customized Training programs on welding for welders and engineers
- Redefined the strategies for business growth in areas of welding certification, NDT inspection, ISO 3834, EN 15085, EN 1090 Audit services
- Responsible for coordination of proposal responses, and support to business development, technical performance, schedule & budget; Responsible for Key Account Management
- Conducted several technical trainings for customer's personnel (managers, engineers, welders)
- Identified and generated additional business from new service line, namely, Reclamation Welding
- Increased the average in-house Training Room occupancy, by 14%

Apr 2007 – Jun 2018: Larsen & Toubro Infotech, Mumbai, Manager

Played multiple roles in Project Management, Sales Pursuit & Bid Management (Oracle Service Offerings)

Presales, Bid Management & Sales Pursuit

- Lead collaboration and integration of RFP response process and associated documents on highly time sensitive schedules for complex, multi-tower often global engagements
- Complete sections of responses to RFIs and RFPs; Integration of win strategy and win themes throughout proposal deliverables
- Review proposal documents for compliance with client requirements and specifications
- Coordinate with Legal, Contracts and Negotiations, Quality Assurance, Pricing for the requisite services
- Liaison and coordinate with product vendors for events and workshops
- Demonstrate knowledge of solutions delivered to prospective customers; Provide proof points with relevant customer stories
- Compose and deliver superior sales presentations covering solutions & services rendered, to prospective audiences

Project Management

- Analyzed client's business processes and requirements to prepare 'As-Is', 'To-Be' and functional specifications documents using structured methodology tools and templates
- As an Internal Consultant, engaged in re-engineering/improvement of processes; Coordinated with user groups for training, resolution of queries and recommendation of changes
- Providing operational support in managing scope changes, on time delivery, delegation of work and tracking the progress
- Conducted status review meetings, quality and internal audits and handled Senior Management reviews
- Prepared the SOW's for renewal and submitted to client for review and signature
- Coordinated with Engagement Heads and Billing Accountants to ensure timely invoicing

Presales, Bid Management & Sales Pursuit

- Responsible for driving overall proposal plan and proposal project management and provide response to RFI/RFP
- Engage with clients to understand business issues for formulation of solution value proposition
- Develop close relationships with sales teams in order to promote effective sales campaigns
- Conceptualize and formulate differentiating models and value propositions for collaterals; build thought leadership/ PoV's on Digital
- Compose and deliver superior sales presentations covering solutions & services rendered, to prospective customer audiences
- Maintain control file of proposal related documents (versions, appendices, iterative responses)
- Responsible for handoff of final proposal documents for harvesting and scrubbing of re-usable content
- Collate and Provide answers to questions in a RFI/RFP and deliver POC / POV and support customer events
- Coordinate with delivery teams for development of POCs; Demonstrate knowledge of solutions delivered & proof points with relevant success stories
- Liaison and coordinate with product vendors for events and workshops
- Anchoring client visits and delivering compelling customer presentation
- Post-sale, communicate the business requirements to the project/implementation team to ensure a smooth transition
- Maintain Opportunity Tracker and target Proposal to Project conversion ratio; Collaboration with stakeholders to discuss Win/Loss analysis
- Research and remain updated on latest trends in Digital; incorporate learning into the client propositions and proposals

Project Management

Functional Consultant (Apr 2007 – Sep 2008)

- PeopleSoft 8.9 Mobile CRM Sales for LTI (8 Weeks)
- PeopleSoft 8.9 CRM Strategic Account Planning for LTI (8 Weeks)
- PeopleSoft 8.9 CRM Sales for LTI (24 Weeks)
 - As an Internal Consultant, engaged with stakeholders to understand the Sales Process, formulate a solution and improve processes
 - Map the business processes and requirements to 'As-Is', 'To-Be' and FSD's, using structured methodology tools and templates
 - Coordinated with user groups for training, resolution of queries and recommendation of changes
 - Mentored team members to ensure parity in terms of product and process knowledge

Highlights

- Demonstrated sound knowledge of Sales process and functional mapping to CRM – PeopleSoft Sales Modules
- Managed relationship with clients & external associates to secure long-term loyalty business; Aided to surpass year-on-year sales quota by 22%
- Successful preparation and renewal of Software Licenses and Services contract; outstanding feedback and a high score on Satisfaction Index
- Thorough follow-up on accounts receivables, using periodic aging reports, and monitor DSO
- Coordinated several key corporate initiatives and Task Forces

Previous Work History

Ador Fontech Limited, Mumbai, Area Manager (Nov 2005 – Mar 2007)

- Managed a team of 15 engineers and promoted sales of anti-wear solutions to cement, mining, power, steel, construction & petrochemicals industries
- Successfully led a team of engineers to strategize and grow business
- Engaged with channel partners; expanded business into new accounts

BHP Engineers Limited, Gurgaon, Senior Manager (May 2004 – Nov 2005)

- Promoted sales of custom built crushing & screening equipment; Launched a new line of revenue in the iron ore & aggregate sector in Southern & Western India

Technical Trading Co. LLC, Oman, Senior Engineer (Jan 2002 – Nov 2003)

- Drove sales & marketing strategies of multiple agency products (Eutectic, Lincoln, GEDIK, Morgan Rushworth, etc.)
- Improved the sales performance of three business units by 20%

Vautid Shah Hardface Private Limited, Mumbai, National Sales Manager (Mar 2000 – Nov 2000)

- Analyzed PAN India market for wear plates and developed differential strategies to implement in each region
- Developed distribution channels & increased sales by 100%

Larsen & Toubro Limited, Application Specialist (Mar 1995 – Dec 1999)

- Provided maintenance service for breakdown of equipment in cement, mining, power, steel, construction & petrochemicals industries
- Educated channel partners about product portfolio & complimentary services
- Managed end-to-end execution of projects in the area of reclamation welding
- Submitted case studies on major reclamations and solution implementations
- Awarded "Top Sales Achiever of the Year" in 1998; closed the year at 30% to annual quota
- Impacted profitability with tactical, new business development by 26%

Technofab Engineering Limited, Sales Engineer (Jul 1994 – Mar 1995)

- Generated sales of Flow Promotion and Conveyor Care Solutions

Indiana Project Consultants, Project Engineer (Dec 1992 – Jul 1994)

- Engaged in many aspects of project management of material handling systems
- Erection & commissioning of pneumatic conveying systems

Usha Martin Industries Limited, Trainee Engineer (Aug 1990 – Aug 1991)

- Comprehensive training program designed by DAIDO Technical Training Institute, Japan