

Sales Head Profile: Product Marketing & Business Development – Market Expansion, Client Account Management, Revenue generation – Team Management

Creative Strategist & Leader offering an impressive experience of 19+ years in making significant sales contributions to raise overall productivity.

- ⇒ Multi-faceted roles and responsibilities resulting in a 360-degree understanding of business from client acquisition to revenue generation.
- ⇒ Professional with proven abilities in planning and managing business development, client servicing and relationship management.
- ⇒ Cross functional experience in delivery and operations function to achieve major business and servicing clientele.
- ⇒ Ability to maintain smooth and cordial relations with business partners and good rapport with customers.

CAREER – AT A GLANCE

- ⇒ Business Development expert with extensive experience in achieving targets and revenue generation by driving sales.
- ⇒ Responsible for evolving new sales strategies, client management and product market expansion.
- ⇒ Responsible for building up a good sales team by recruiting the suitable candidates all over the country who can penetrate the market easily, resulting in increase of our products share in the market.
- ⇒ Responsible for the setting up of the quarterly and yearly sales targets and constantly monitor and motivate the team members to achieve the targets on time to time basis.
- ⇒ Exhibits strong People Management skills coupled with proven acumen in mobilizing and judiciously managing resources with structured inputs in the domains of sales and marketing.

TECHNICAL SKILL SET

- ⇒ Expert in:
 - Strategic Planning, Sales and Marketing, E-Commerce
 - Product Management, Customer Relationship Management, Channel Management
 - New Business Development, Contract Negotiations
 - Operations Management, Staff Training & Development

PROFESSIONAL EXPERIENCE**State Head– Product and Sales | WireCard -Hermes I Ticket Pvt. Ltd, Bangalore, Since April'12**

Reporting to: Associate Vice President.

- ⇒ Leading the sales team and driving sales in Karnataka for the product GetMyTrip.com
- ⇒ Develop and implement successful business plans for high-impact product offering with a confident selling approach; rapid delivery of high-growth revenue results
- ⇒ Worked as Country Sales Head in Philippines, managing a 22-member team of sales & Marketing and develop effective online B2B sales strategies for the product called Biyaheko.com (online reservation portal for Travel Agents) which is owned by Hermes I Tickets Pvt Ltd. (India)
- ⇒ Handled a client network of more than 3000 clients across Philippine islands.

Regional Manager – Business Development for South India | Cleartrip Travel Services Pvt Ltd. Bangalore Jan'11-Mar'12

Reporting to: General Manger.

- ⇒ Responsible for managing a team of sales & Marketing and develop effective sales strategies for ClearTrip's B2B Product.
- ⇒ Heading Market Development & Business Expansion, Strategic Sales Management, New Client Acquisition, Key account Management.
- ⇒ Commenced the business development function from the scratch for the product.

Area Manager- South India | Intech Hotels Solutions Pvt Ltd. Bangalore (A Subsidiary of Yatra.com)

July'2010-Dec'2010

Reporting to: Regional Manager.

- ⇒ Responsible for managing a team of sales & Marketing and develop effective sales strategies for Intech's B2B Product.
- ⇒ Trained and managed a team of sales executives to generate business through New Clientele Acquisition (NCA)
- ⇒ Successfully acquired new strategic accounts within a short duration.
- ⇒ Commenced business development and spearheaded new client acquisition for South India

Manager-Affiliate Marketing (South India) | Travelguru - Desiya Online Travel Distribution Pvt Ltd (A Travelocity Company) Oct'2007-July'2010

Reporting to: Vice President.

- ⇒ Responsible for managing a team of sales & Marketing and develop effective sales strategies for traverse.desiya.com (Travelguru's B2B Product for hotel sales).
- ⇒ Handled whole South India Markets and corporate business as well.
- ⇒ Commenced the business development function from the scratch for the product.
- ⇒ Successfully acquired new strategic accounts within a short duration

Sr. Marketing and Customer Service Executive for e-commerce product | Amadeus India Pvt. Ltd. Bangalore Sep'2004-Oct'2007

Reporting to: Regional Product Manager.

- ⇒ Responsible for handling the customer service and marketing of E-Commerce Product for Karnataka.
- ⇒ Acquired new accounts and generated revenue for the organization.
- ⇒ Responsible for providing product training to the customer

Back Office Executive for F&B Controls | The Oberoi Hotel, Bangalore Sep'2003-Sep'2004

Reporting to: Finance Manager.

- ⇒ Updating and filing the returns of Central Service tax & Excise duty returns
- ⇒ Involved in handling Check controls under F & B control system, Bank Reconciliation, Weekly tips reconciliation
- ⇒ Recognized as Best Employee in the Department

Accounts Executive | Akbar Travels of India Pvt. Ltd, Bangalore Jan'2003-Sep'2003

Reporting to: Branch Manager.

- ⇒ Responsible for managing accounts transactions, finalization of branch accounts, Bank Reconciliation and filing the returns of Central Service tax & Excise duty returns
- ⇒ Responsible for daily account management activities.

Accounts Officer | Amrita Institute of Computer Technology, Kerala, Jul'2000-Aug'2002

Reporting to: Branch Manager.

- ⇒ Responsible for Admin operations and Accounts.

ACADEMICS

PGDCA | Amrita Institute of Computer Technology-Kollam, Kerala | 2000

B. Com | Calicut University | 1999

PERSONAL DETAILS

Date of Birth: 29July 1976

Address: Flat t2,3rd floor, Mayan sarayu apartments, Horamavu, Bangalore, Karnataka-560043

Languages: English, Hindi, Malayalam, Tamil, Kannada

Marital Status: Married.

Available to Join:1st November 2019.