

# Ganapathy B S

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## CONTACT

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## WORK EXPERIENCE

### Bharti Airtel Limited

Oct 2019 - May 2020

Key Account Manager

**Job Profile:** Key Account Manager responsible for end to end telecom & connectivity needs of Strategic & Enterprise accounts ensuring achievement of the sales and revenue targets by selling Core data services (MPLS, ILL, VSAT, NLD) , Non core data services(Collaboration - video/audio, Network integration, Data center managed services, Cloud services, IoT), Voice solutions (Mobility and Fixed line)

#### Key Responsibilities:

- Stake holder Management and building strong relationships in the Accounts.
- Working in tandem with multiple OEMs like Cisco, HP, Fortinet, Zoom and so on.
- Driving revenue enhancements in the accounts through effective account management, along with retention and timely collection of the existing revenue.
- To constantly achieve the q-o-q growth rate and increase the penetration rate in the respective set of Accounts .

### Cisco Systems India Pvt Ltd

Feb 2017 - Jan 2019

Sales Account Manager

**Job Profile:** Cisco Services Account Manager for East India, Nepal and Bhutan, South India for Commercial Segment managing 12000+ Customers.

#### Key Responsibilities:

- Managing close to 100+ partners and disti business
- Responsible for sales of Cisco Technical Services and Cisco Advanced Services
- Responsible for handling volume business in South India.
- To constantly achieve the y-o-y growth rate and increase the penetration rate in the respective geographical territories .

#### Achievements:

- Cisco Sales Associate Program (CSAP) Graduate - 2016-2017
- Achieving the sales targets y-o-y and bringing in new logos for Southern India.
- Completed the below mentioned Certifications:
  - 1.Advance Security Architecture for Account Managers
  - 2.Advanced Collaboration Architecture Sales Specialist
  - 3.IOT Sales Fundamentals
  - 4.Selling Business Outcomes

### Cisco Systems India Pvt Ltd

Aug 2016 - Jan 2017

## Associate Sales Representative

**Job Profile:** Be a part of the award winning Cisco Sales Associate Program for an year and Graduating the program by developing skills and competencies to build strong customer and partner relationships to provide business value through Cisco technologies.

### Key Responsibilities:

- Drive end to end sales.
- Cross sell and upsell to existing and new Cisco customers
- Conduct POCs and Demos
- Collaborate with Cisco Partners and maintain and build relationships.

## Four Clover Realty Private Limited

Aug 2015 - Nov 2015

Senior Advisor | Portfolio Management

### Key Responsibilities:

- Handling HNIs and advising them on investment and ready to move in properties.
- Valuating land parcels and conceptualizing them.
- Managing a team and achieve team targets.
- Campaign Management for select projects.
- Working on Appreciation Analytics also managing the P&L for multiple projects.
- Organizing events for project marketing.
- Business generation across Bengaluru : Networking with IFAs, Wealth managers, CAs, Real estate firms, Individual BRAI members and Investment Advisors.

### Recognition & Achievement:

- **Founder Team member of Bangalore Real Estate Watch (BREW):** Provide personalized solutions and update people with latest facts and figures of Real Estate market without any fees.
- **Founder Team member of Intellectual Investors:** Founded in 2015 with a motive to provide flexible investment opportunities to people who wants to invest in smaller denominations and earn good returns.

## Four Clover Realty Private Limited

Apr 2014 - Jul 2015

Advisor | Portfolio Management

**Job Profile:** To handle customers according to their specification with respect to their needs and advising them on matters related to investment in Real Estate and also involved in preparing the fund flows for the customers.

### Key Responsibilities:

- Real Estate Advisor for investment/end use properties in Bengaluru.
- Handling multiple projects simultaneously and creating channels for lead generation.
- Projecting future trends for properties, finding prospects, nurturing them and eventually closing deals.
- Helping investors rotate their wealth
- Managing a project independently.
- Creating channel partner network.

Owner

Responsible for leading and managing a restaurant consisting of 15+ employees. Managed sales, inventory, and cost controls while cultivating a service oriented environment in which employees were motivated to deliver top performance.

## Key Responsibilities:

- Able to blend creative and administration skills to achieve restaurant staff and customer targets
- Extensive experience in developing customer base through well-placed marketing activities
- Functional ability to manage and maintain restaurant finances including payroll etc.
- Expansive awareness of culinary trends in the food service industry along with capability of handle competition.

## EDUCATION

<b>MBA</b> Christ University Institute Of Management, Bangalore	<b>Jun 2012 - Mar 2014</b>
<b>Bachelor in Business Management</b> PESIT College, Bangalore	<b>Jun 2008 - May 2011</b>
<b>12th, Pre University College</b> Sri Aurobindo Pre University Independent College	<b>Jun 2006 - Mar 2008</b>
<b>SSLC ( 10th)</b> Poorna Prajna Education Centre, Bhadravathi	<b>Jun 2005 - Mar 2006</b>

## PROJECTS

### "A Study on Effectiveness of Promotional Activities at Big Bazaar"

Duration : Feb 2011 to April 2011

**Future Value Retail Pvt Ltd**

### "To Study Customer Satisfaction Levels in Indian Retail Sector with Emphasis on Hypermarket Retail Format"

Duration : April 2013 to May 2013

**Future Value Retail Pvt Ltd**

### "Analysis of Influential Factors on Brand Loyalty towards Indian Made Foreign Liquor in Indian Market"

Duration : Dec 2013 to Feb 2014

## INTERESTS

- Playing & watching Football and Cricket.
- Long drives, watching movies and meeting new people.