

CURRICULLAM - VITAE

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Career Objective: -

I am a Quality oriented and result driven technology sales professional (Technology Evangelist) with Spanish bilingual proficiency who has been consistently praised as efficient team player by co-workers and management. Over the course of my 14+ years career I have worked in many industries i.e. Travel technology, VoIP and Telecom, E-commerce technology i.e. Magento, Shopify, Prestashop, Woocommerce etc., enterprise content management solutions, DMS, BPM, CCM, CLMS - Alfresco, web content management systems, enterprise portal development, LMS - Liferay, Custom web/mobile apps technologies i.e. Ionic, Flutter, React/React Native etc. and gained a good amount of experience and connections.

I have developed skill-set directly relevant to business development role you are hiring for, including IT Product and Solution and custom web and mobile app consultation and Sales, account management, RFQ/RFP submission, New market development, channel partner management, sales forecasting, brand enhancement and management, brand positioning, strategic management and implementation, promotions etc. Overall, I have consistently demonstrated language, teamwork and creative thinking abilities in every aspect of my business development role at my previous and prestigious organizations, thus I invite you to review my detailed achievements in my CV.

Professional Qualification: Commerce Graduate with Certified Course in Spanish Language and more than ten years of experience in various industries.

| Academic Qualification | Passing Year | Marks Obtained in % |
|------------------------|--------------|---------------------|
| SSC | 1999 | 43 |
| HSC | 2003 | 61.54 |
| B. Com | 2003 – 2006 | 53.94 |
| Spanish Course | 2006 – 2007 | B+ |

Other Qualification and solution understanding:

Knowledge of computer applications (Salesforce, Zoho and other CRM's, Microsoft word, excel, PowerPoint, internet etc.) hand-on experience with Liferay and Alfresco solutions, Good understanding of Telecom billing and routing solutions, Travel booking and inventory management systems, E-commerce and m-commerce B2B2C solutions on multiple web technology framework i.e. Magento, Prestashop, Shopify etc. including applications i.e. Hybrid, Native and PWA, ionic, flutter etc.

Work Experience Notes: -

ContCentric IT Services Pvt. Ltd. (Wing of Solution Analysts) From June 2020 till Present

At ContCentric I have been appointed as Head of Global Sales & Marketing for Liferay and Alfresco solutions consultancy and sales. My core responsibilities are to plan and execute the sales and marketing strategies, team handling which includes lead generation, marketing, BA teams etc., channel sales development, B2B Networking, Brand positioning, Market enhancement and new market development, client management, proposal submission and negotiation and much more.

LogicRays Technologies

Head of Global Sales - from September 2019 till May 2020

LogicRays was established in 2011 and has offices in UK and India and holds total team size of 70+ tech-savvy people. They are dealing with PHP, Magento, WordPress, Laravel, Drupal, React JS Or Node JS etc. They do possess expertise with UI/UX, Web Designing, Mobile App Designing, Digital Marketing, E-commerce solutions, Magento Migration, Magento and WordPress maintenance, Magento extension and features development, WordPress plug-in, and features development, SEO, Speed optimization etc.

As a head of global sales my core responsibilities were to plan and execute the sales and marketing strategies, team handling which includes lead generation, marketing, BA etc., channel sales development, B2B Networking, Brand positioning, Market enhancement and new market development, client management, proposal submission and negotiation and much more.

Mobicommerce (Rightway Solutions)

Vice President Sales - Global from February 2019 till June 2019

Mobicommerce is a Magento web and app product company. They have plug and play applications for Magento and Prestashop I was offered yet another challenging and skill enabled role to utilize my maximum efficiency, experience, industry know-how, team management skills, product positioning and brand enhancement strategies to add more value to the company's growth.

Here I am handling multiple teams from different departments i.e. marketing and leads generation, business development and Business analyst. I am responsible for the overall sales of Mobicommerce across the globe.

My job role was to define the sales strategies, channel development, new market development, product establishment in the new and unexplored markets, doing webinars for our various solutions such as B2B/B2C Marketplace, Booking marketplace, Generic marketplace, turnkey solutions and readily available applications etc.

Panamax InfoTech Ltd. (Ahmedabad)

Manager Inside sales and Operations - APAC & Europe from Sep. 2016 till January 2019.

Got associated with Panamax InfoTech Ltd. as Inside Sales Manager where my responsibilities were Lead Generation, Business Networking, Telecom Technology Consultancy, Brand enhancement etc.

Panamax Inc. is a core Telecom, VoIP and M-Commerce solution providing company having global presence for retail & wholesale VoIP, SIP Telephony, Mobile commerce solutions (BSS, NSS, MFS).

We are serving various domains of telecom using VoIP Technology architecture some of their core products and solution are Billcall - Real-time billing & resource management solution for telecom carriers. Solution for ILD's and Carriers - Bridge2Call - Complete Retail VoIP Platform. Bridge2Call provides scalable Class 5 VoIP features and functionality for implementations in mixed VoIP/PSTN and pure VoIP telecom infrastructure.

Highly innovated and robust solution for MNO/MVNO - Mobifin - Complete m-commerce portal to serve many industries like telecom, banking, travel etc.

Avani Cimcon Technologies Ltd. (TravelCarma)

Panamax InfoTech Ltd. (Ahmedabad)

BDM - USA, Europe & Latam & Corporate Spanish Trainer November 2009 to August 2012.

- Here my job role was to deal with the clients of different domains i.e. telecom, ISP, VoIP, Banks, Financial Companies etc. from Europe, USA and Latin America.
- Panamax offers retail and wholesale VoIP & Telecom billing/Routing solutions, Mcommerce & Mobile Finance Solutions, Call Centers Platforms etc.
- My Job was to establish the company's business in South American region being responsible for lead generation and management, client requirement understanding, business case preparation, providing the demos, preparing pricing quotation, Negotiation, consulting with the developer team etc. and offer the client a suitable solution based on their specific needs.
- Translation of the websites, documents and presentation of the products we were delivering for the Spanish speaking continents.

Azure Knowledge Corporation – Sr. Process Associate

R Systems Pvt. Ltd. – Sr. Process

Associate/Team leader **Data Experts Pvt.**

Ltd. – Sr. Customer Care Associate 2006 - 2009

Prior to joining Panamax I got indulged with above mentioned corporate within their in-house call centers and contact centers on subsequent profiles i.e. Sr. Process associate – Market Research and Customer Care Associate for USA and Latam.

During my tenure at Azure and Globexel I was responsible for market research campaigns of data collection process thorough outbound calls and web-based surveys. I got recognition as performer of the month several times.

At R Systems I was appointed as customer care associate being responsible for solving client grievance and support of our client Flycell – Mobile content provider. I received appreciation as agent of the day by keeping lowest ACD/ASR thrice.

UNI Education Services

Administrative Director

Interpreter/Translator/Teacher – April 2007

till present <http://unieduserv.com/>

UNI Education Services is a firm established by linguistic people and for the people who has keen interest to learn new languages. I am working as a freelance interpreter/translator on various projects and offering Spanish Coaching Classes to provide good language support to various Industries from past many Years. Also worked at IIM, Ahmedabad and few schools as Spanish Lecturer.

Personal Details: -

Father's name: Mr. Prahlad Baheti
Date of Birth: 20/08/1983
Language Known: Spanish, English, Hindi and few other regional languages
Nationality: Indian
Marital Status: Married
Passport Status: Yes
Hobbies: Developing Linguistic and sales skills

Financial and Official Details: -

Salary Drawn: Rs. 14.00 LPA
Salary Expected: Rs. 16.00 - 18.00 LPA (If in Ahmedabad)
Salary Expected: Rs. 20.00 - 25.00 LPA (If relocation needed)
Salary Expected: If offshore (To be discussed)
Notice Period: 30 Days
Total Experience: 14 Years+
IT Sales Experience: 11+ Years

The above-mentioned particulars are true to the best of my knowledge and belief.

Saurabh Baheti