

# Akhilesh Kumar

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## Summary

12+ years experienced Sales Professional with a demonstrated history of working in the Information Technology industry. Skilled in Management, Business Development and Sales. Consulting professional with an MBA.

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## Experience



**Organization:** IT Convergence

**Designation:** Associate Director, Sales

**Duration:** Dec 2016 – Present [California USA - Dec 2016 to June 2018, Hyderabad – June 2018 to August 2019 & Bangalore - September 2019 to Present]

- Have represented IT Convergence multiple times in Oracle HQ, Redwood City, CA in partner conferences
- Met customers for F2F meeting at their offices in St Louis- MO, Dallas-TX and Kansas City-MO and many global conferences like Collaborate in Las Vegas, Oracle Open World in San Francisco and local Oracle User Groups like GOAUG in Kansas and Missouri
- Driving different opportunities for ITC like EBS upgrade, Global Rollouts, Testing, Training, RPA etc.
- Running the end-to-end Sales cycle until contracts are countersigned
- Working with the Inside Sales team, getting into new conversations and finding out opportunities
- Follow up on leads from marketing. Nurture leads and convert qualified leads into sales opportunities.
- Working with different Oracle customer on cross sell and upsell opportunities
- Actively seek out potential clients in a pre-defined group of accounts. Pre-qualify them record and update client's relevant information in Salesforce.com during the Sales process
- Develop and maintain thorough knowledge of ITC Service Offerings, including Professional Services, Cloud and Managed Services, Remote Development Services
- Maintain a consistent and thorough understanding of account base. Perform account research to understand customers' business priorities. Identify and prioritize accounts with a combination of high win probability and large opportunity amount
- Organize lists of target prospects in order to streamline prospecting activities and to facilitate targeted sales campaigns
- Develop and maintain relationships with customer contacts. Foster long-term business relationships, develop account base to facilitate career progression

**Organization:** Dell Technologies - Bengaluru



**Designation:** Sales Account Manager

**Duration:** Aug 2015 - Nov 2016

- Engaged with customers & partners to position DELL's end to end IT portfolio in India Commercial space
- Articulated technical, industry, and market facts to position Dell as a competitive solution to partners & customers to win in the market space
- Built & maintained account relationship across various contacts in customer's organization
- Generated pipelined opportunities while ensuring a regular follow up with potential customers
- Developed pipeline by checking customer's buying history; suggested related and new Dell offerings.
- Assessed competitors by analysing and summarizing competitor information and trends; while identifying sales opportunities.
- Identified decision makers within targeted leads to begin sales process.
- Penetrated all targeted accounts and radiated sales from within client base.
- Collaborated with Account Executive to determine necessary strategic sales approaches
- Constantly learnt DELL & Competitors product portfolio to ensure the right solution was recommended to customers & partners
- Cooperated and collaborated with colleagues cross- functionally to support the sales process

**Organization:** Oracle – Bengaluru



**Designation:** ISV/OEM inside Sales Consultant

**Duration:** May 2014 - Jul 2015 [1.2Years]

- Oracle Partner Account Management (Independent Software Vendors, OEMs)
- Pipeline and Revenue generation from install base partners, achieved sales targets and expanded Oracle's partner footprint
- Royalty revenue management, built and maintained strong partner relations
- Identified new business opportunities through Up-sell / Cross Sell of Oracle Technology into ISVs/OEMs - Resolve partner issues/ concerns; worked with various internal teams when needed
- Used Fusion (Internal CRM) for forecasting and opportunity management Contract Renewals and Execution of distribution contracts with Partners
- Driven Technology Awareness Campaigns within Partner base
- Positioned Exastack Ready Program (Oracle Engineered Systems) to Oracle's ISVs
- Worked collaboratively with Field Sales reps in a virtual environment

**Organization:** Infinite Computing Systems – Mumbai

**Designation:** Team Lead - Research Analyst



**Duration:** Feb 2012 - Apr 2014

- Developed, managed and mentored to build an effective high energy performing team
- Have played an active role in Bench marketing of H1B candidates
- Done cold calling to the potential candidates with technologies like .NET and JAVA for H1B transfer
- Well versed with US Tax terms(C2C, W2, 1099)
- Have worked with Account Managers of Infinite's direct clients(States and Corporate Clients)
- Created and maintained a good relation with vendors and suppliers, while exploring new vendors for the company.
- Ensured complete documentation of entire recruitment process for each position
- Market estimation and forecasting using various market analysis tools and secondary available data
- Have approached right candidate with different social media like Facebook, LinkedIn
- Understood the entire process of USA IT Staffing and did secondary research of the entire It Staffing domain in USA
- Evaluated, selected and implemented new applicant tracking system
- Conducted internet searches using Job boards (such as Monster, Dice, and CareerBuilder etc.) Job postings, Advertisements, Employee referrals, Personal network, Vendors & headhunting candidates as per requirements.
- Experience in all phases of the entire hiring cycle, from writing job requisitions, placing jobs on line, In-depth interviews and reference checks, negotiating offers.

**Organization:** Jupiter Systems Software – Jamshedpur

**Designation:** Asst. Software Developer



**Duration:** Feb 2008 - Jun 2009

- Assisted management with coding and animation as per client requirement in Macromedia Flash
- Managed movie and animation on an on-going basis for various clients
- Assisted in creating blueprints as per project requirements

## Education

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Sinhgad Institute of Business Administration and Research

Master of Business Administration (M.B.A.), Marketing, 2010 – 2012