**SUMANTH.K.S Email :** sumanthks4@gmail.com

**Mobile: 9738220411 /9591112167**

Objective:

Seeking an opportunity where I can explore my Techno Commercial and Techno functional skill set to support IT Sales .

Experience Details:

* **Working as a Technical executive in Jayem Trade Pvt ltd since Oct 2019 to till date**
* **Working as a Software Product Consultant in Rejag Technologies pvt ltd since sep 2018 to Sep 2019**
* **Worked as a Technical support Engineer in Finatel Technologies pvt ltd since jan 2018 to Aug 2018**
* Worked as a **Technical Support Executive** in IZMO Ltd since **Jan 2013 to Jan 2015 .**

Experience Summary:

Techno commercial and Techno Functional Professional with 5 years of IT experience in Enterprise Solution,ERP,CRM,Mobility Solutions,Saas,pos and Cloud based Application.

Educational Qualification:

* **BE(Electronics and Communication)** from SRSIT in the year **2012**.Affiliated to VTU.
* **DIPLOMA(E&C)** from Sri Vasavi Polytechnic in the year **2007**. Affiliated to Karnataka Technical Board.
* **SSLC** from Sri Sarvajna High School in the year **2004**. Affiliated to State Board Karnataka.

****Experience:****

**Jayem Trade Pvt Ltd**
 Technical sales Executive

* Pre Sales and Post Sales activities
* Providing support to the clients
* Interacting with the Client related to Solution what they are looking
* Metting with channels/customers to understand their current technical environment, key business issues, and future technology requirements.
* Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product definition.

**Rejag Technologies Pvt ltd**
 Software Product Consultant (ERP/POS/CRM/SAAS)

* Pre Sales and Post Sales activities
* Requirement Gathering, Requirement Analysis, Proof of concept, Implementation,Training,Functional product testing and providing support to the clients
* Meeting with channel partner and customers to understand their current requirement technical environment, key business issues/drivers, and future technology requirement.
* Presented the company products to clients – Showcased drivers and value that supported the business case for the total cost of ownership to the customer.

**Finatel technologies Pvt ltd**
 Technical support Engineer( POS Software Solution/SAAS/ERP)

* Pre Sales and Post Sales activities
* Requirement Gathering, Requirement Analysis, Proof of concept, Implementation,Training,Functional product testing and providing support to the clients
* Meeting with channel partner and customers to understand their current requirement technical environment, key business issues/drivers, and future technology requirement.

**Logix Microsystems Ltd**
Technical Support Executive (Enterprise Solution/SAAS )

* Met with channels/customers to understand their current technical environment, key business issues/drivers, and future technology requirements.
* Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product definition.
* Developed and established strong relationships with strategic clients and industry partners.
* Provided product updates and technical advice to clients – Explained technical capabilities and business benefits of solutions to the customer from engineering level to senior executives.
* Presented the company products to clients – Showcased drivers and value that supported the business case for the total cost of ownership to the customer.

Personal Profile

* Name : Sumanth.K.S
* Date of Birth : 01-05-1988
* Marital status : Single.
* Nationality : Indian.
* Languages Known : English, Kannada.
* Permanent Address : #40/1,2nd cross,4th main, Magadi Road ,AgraharaDasarahalli

Bangalore-79.

Declaration

I here by declare that all above information is true to best of my knowledge.

Place: Bangalore (Sumanth.K.S)