

Contact

Hyderabad
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Top Skills

SDLC

- New Business Development •
- Client Relationship Management •
- Key Account Manage

Team Management

Languages

Hindi (Professional Working)
Telugu (Full Professional)
English (Professional Working)
Tamil (Professional Working)

Ravi Krishna Sirigiri

Enterprise Sales Manager
Hyderabad

Summary

Expert in Sales, customer Service, and business development with over 10 years pf experience. Proven ability to drive growth through aggressive sales initiatives designed to generate revenue growth, market share growth, and market penetration.

Experienced in all areas of strong relationship building, team building, and client service. Extensive expertise in developing new & Strategic businesses across multiple territories, as well as managing large corporate acquisitions and collaborations.

In addition to managing sale operation derivatives, such as client success and CRM, product implementation, adoption and retention, I have over eight years of experience in the realm of SAAS based product and IT services.

Key Skills Include: Strong Experience in Sales and Customer Service| Business Development |Client Relations | Account/ Territory Management | Needs Assessment | Presentations |Revenue forecasting | Vendor Relations| Retention| Branding |Negotiation | Market Research | On-Line Marketing | Configuration and implementation of cloud-based Recruitment automation Software Solution.

Experience

SiRiYaN Business Solutions Pvt. Ltd.
Sales Consultant
September 2020 - Present (1 year 10 months)
Hyderabad, India

Due to COVID-19 Pandemic, i have lost my previous full time employment. As a strong Sales Professional, I currently Work as a Freelance Sales Consultant. Serving the Companies with Lead Generation and Sales Closure to achieve their business goals. working in different verticals like, IT

Sales, SAAS based Product Sales, Sales Training and US Staffing business development role.

I am always looking for the fresh challenges and rewards and ready to work in startup phase environment. I am looking for the full time opportunity and i can join on immediate note.

Ask IT Solutions Pvt Ltd

Senior Manager - Sales || Product Sales || SAAS || ML & AI based Solution ||

July 2019 - May 2020 (11 months)

Hyderabad Area, India

Front Lead SAAS Based HCM Solutions Business for US and APAC Regions.

Responsible for Acquiring New Business and Key Account Management.

Closely Worked with CXOs of large enterprise companies and helped them to achieve their business goals with most advanced and comprehensive cloud-based recruitment software to perform their end-to-end Recruitment Process.

- Lead superior business analytics reporting deployment for sales pipeline management, Revenue forecasting, weekly sales call management and handling client escalations.
- Selling Cloud-based end to end Recruitment automation Software solution (ATS with Machine Learning & AI and onboarding) to leading Corporate Companies, US IT Staffing firms, and Management consultants.
- Developed and implemented marketing plans to drive sales, profit, and brand objectives.
- Responsible for the delivery of daily metrics and targets by the execution of proper call plans for the week and business plans for the quarter.
- Drive consultant sales approach in the region to inculcate the strategy of maintaining a long-term relationship with clients.

Talent Recruit Software Pvt. Ltd.

Sr. Sales Manager

June 2017 - July 2019 (2 years 2 months)

Hyderabad Area, India

TalentRecruit is an Advanced Talent Acquisition Software Suite that enables you to build world-class teams through data-driven algorithms powered by Artificial Intelligence.

Helped Enterprises Across the Globe in Managing and Retaining Talent by Leveraging On SaaS Based HCM Software and Learning Management Solutions With a Revenue Portfolio of \$3 Million.

Developed and mentored high-performing sales teams to ensure revenue targets are met or exceeded consistently.

Worked closely with CXOs of large enterprise companies and helped them Achieve critical business Objectives. Acquired new Clients and Managed key accounts.

- Responsible for P&L of the region driving acquisition business from corporate Segment. Managing sales operations from business research to closure by coordinating with

Different segments to ensure delivery of better customer experience.

- Lead superior business analytics reporting deployment for sales pipeline management,

Revenue forecasting, weekly sales call management, and handling client escalations.

- Developing profitable and sustainable sales growth with assigned Accounts.

- Drive consultant sales approach in the region to inculcate the strategy of maintaining a long-term relationship with clients.

Other Responsibilities included: process improvement, People & Performance Management, Recruitment, Coaching and Talent Retention.

Monster.com India Pvt Ltd

Sr. Account manager

December 2014 - 2017 (3 years)

Hyderabad Area, India

Managed a SaaS-based E-Recruitment Solutions Business for the APAC, US and ME Regions. Acquired new Clients and Managed key accounts. Closely worked with large corporations and helped them hire the right candidates while saving money with Monster's Talent Management Software.

Implementation of Sales Strategy, Budget Allocation, and The Achievement of Sales Quotas. Coaching and Driving High Performance of Corporate Sales and Account Management Teams.

- Identify & analyze the client's requirements, thoroughly mapping the accounts
- Propose apt solutions based on client requirements for talent acquisition.
- Interaction with senior and top management in the client organizations & present Monster's products & services

- Analyzing market trends.

- Servicing the Retention account and Upsell /Cross-selling of Products

- Renewing accounts with a minimum expansion of 20-30%

- Manage complex sales situations & acquire new clients based on "valuebased selling".

- Manage collections and accounts receivables.

- Close interactions with other teams in Organization, Activations, Collections, and Customer Relations Team.

Global Takeoff

Sr. Technical Support Analyst

October 2013 - November 2014 (1 year 2 months)

Hyderabad Area, India

Allsec Technologies

Sr. CSO

November 2011 - September 2013 (1 year 11 months)

Shore Infotech India Private Limited

Corporate IT research and Relational management

September 2010 - October 2011 (1 year 2 months)

Education

Osmania University

Masters in Computers - MCA, computer science · (2006 - 2009)