

Name: Sriram Nandakumar

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OBJECTIVE:

- My objective is to utilize my knowledge, inter-personal skills & conceptual understanding in the IT field coupled with a customer centric approach to provide an intelligent solution that helps meet current and future business objectives.
 - I believe in being a problem solver that places importance on performance, efficiency and longevity of both relationships and solutions.
 - To this end, I look forward to be working with an esteemed and ambitious organization in a role that is both fulfilling and financially rewarding.
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Key Areas of Exposure & Strength's

- 3+ years of B2B sales experience
 - Excellent learner, can pick up any new technology/knowledge very fast.
 - Experienced in adding new labels/customers as well as new market regions.
 - Excellent interpersonal and leadership skills.
 - Excelling in the ability to make sound and fair judgement under pressure
 - Great listening, understanding and oration skills
 - Excellent Knowledge and history on managing, maintaining and upselling in existing named accounts
 - Capable of creating a great rapport with technical and non-technical personnel
 - Good at troubleshooting and fixing issues
 - Responsible, adaptable, dedicated, Self-motivated, cheerful & dependable
 - Capable of handling multiple tasks. Organized team player with strong problem solving and analytical skills.
 - Always ready and eager to learn new things
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Technical Skills

<u>Programming Languages</u>	: C, C++, C#, ASP.NET, Java, Python (Rudimentary)
<u>Engineering</u>	: PCB and circuit board Designing, Robot Designing

Professional Experience

Team Computers Pvt Ltd

- **Designation: Sales Account Manager from August 2019 to May 2020 in “Workspace Solutions” Department**

Responsibilities and Achievements:

- Handled end-to-end transactions and relationships in enterprise and very-larger enterprises segment in the region of Mumbai

- Interacting and working closely with other System Integrators for deployment and services orders.
- Develop a trustworthy relationship between major key clients, organization and their respective stakeholders
- Resolve or aid key client issues and complaints
- Understand the needs of key accounts and device sales strategies accordingly
- Anticipate key account changes and improvements
- Manage communication between key clients and internal teams to ensure smooth deliverables
- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training
- Meet client needs and deliverables according to proposed timelines
- Expand relationships and bringing in new clients
- Ensure competence and professionalism in Solution Advisory & Consulting Engagements with Mid-Market & Enterprise Clients in Virtualization Technology, Cloud Computing, Application Delivery Solution, Disaster Readiness & Availability Solutions of self and peers.

Protechmanize Solutions Pvt Ltd

➤ **Designation: Vice President of Sales (India) from March 2019 to July 2019**

Responsibilities and Achievements:

- Handled end-to-end transactions and relationships in enterprise segment in the region of Mumbai, Pune, Delhi and Nashik.
- Introduced Nashik as a region for Protechmanize by adding new labels using my existing connections
- Kept constant follow-ups with customer, distributor and OEMs for any upcoming requirements, ongoing order status, implementation and other service status to ensure timely and satisfactory conclusion.
- Strategizing and bringing forth ideas for new products and services to be added into the company portfolio
- Managing existing sales team while training them to speak efficiently and successfully bring in orders in a timely fashion
- Creating new sales teams in other locations and managing them to meet their targets on time.
- Engaging with multiple OEMs to create new partnerships and also maintaining existing ones to have a fulfilling and all-around offerings portfolio.
- Coordinate with technical team to understand their skillsets and how best to expand them.
- Scheduling interlocks with OEM for sales and technical teams to better understand the products.
- Interacting and working close with other System Integrators for deployment and services orders.

Sunfire Technologies Pvt Ltd

- **Designation: Sales Account Manager from June 2018 to February 2019 in Sales Department**

Responsibilities and Achievements:

- Handled end-to-end transactions and relationships in enterprise segment in the region of Pune and Nashik.
- Introduced Nashik as a region for Sunfire by adding new labels using my existing connections
- Kept constant touch with customer, distributor and OEMs for any upcoming requirements, ongoing order status, implementation and other service status to ensure timely and satisfactory conclusion.
- Continued and timely sharing of white paper s and brochures on upcoming technology.
- Summarization and download of said new technologies to colleagues every weekend.

Hitachi Systems Micro Clinic Pvt Ltd

- **Designation: Business Development Executive from October 2016 to May 2018 in Sales department.**

Responsibilities and Achievements:

- Handled end-to-end transactions and relationships in over 100 accounts in SMB, mid-segment and enterprise segment in the region of Pune and Nashik.
- Detailed mapping of prospective and potential customers in locations untapped by my organization.
- Introduced Nashik as a region for Hitachi by adding new labels and conducting events with local entities to increase influence in the new market
- Kept constant follow-ups with customer, distributor and OEMs for any upcoming requirements, ongoing order status, implementation and other service status to ensure timely and satisfactory conclusion.
- Creating detailed strategy and necessary connection for more efficient engagement with top clients in new prospective markets

SIEMENS Pvt Ltd

- **Designation: Project Trainee for a period of 1 month in Digital Factory Department for PLC (Programmable Logic Controllers) programming.**

SIEMENS Pvt Ltd

- **Designation: Student Trainee for a period of 1 week for Industrial Training on PLC (Programmable Logic Controllers) conducted under SITRAIN'13(Industrial training program launched by SIEMENS Pvt Ltd).**

PERSONAL DETAILS

Educational Qualification:

- Completed BE in E&TC from Pune University
- Completed HSC Mumbai Board
- Completed SSC from CBSE board

PERSONAL PARTICULARS:

- Date of Birth : 08-November-1994
- Languages : English, Hindi, Marathi, Tamil.
- Nationality : Indian

Declaration:

I hereby declare that the above information is true to the best of my knowledge.

SRIRAM NANDAKUMAR.