

## Gaurav Rustagi

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An **enthusiastic & high energy driven** professional, targeting assignments in Business Development B2G/B2B /G2G/G2C/Government Sales/Government Liaisons/ Pre-sales/Bid Management/International Government and Enterprise Sales/Enterprise Sales with a reputed organization

**Location Preference:** PAN India/Overseas

### Profile Summary

- **Currently into sales and Marketing of Robotics & Artificial Intelligence Products. Relations with the Central Government, Various State Governments. Good knowledge of setup innovation lab, STEM lab, ATL lab & Incubation Center. Basic Module of Artificial Intelligence.**
- **13+ years of experience across Central Government, Various States Government sector in IT, Solar, BFSI Sector, Smart Cities, Defense, Embassy Urban Authorities, Municipal Corporations in various states, Telcom, FMCG and Pharmaceuticals, zeal to make a winning career in Business Development/Sales/IT Solutions Sales/ Data Centre Solutions (Servers, Storage, Cloud)/ IT Infrastructure Sales/Social Media/Data Analytics/Artificial Intelligence/ Laboratory Information Management System/ Networking Solutions/ CRM Platform Sales/ ERP Sales/ Cyber Security Solutions/Business Intelligence Solutions/ Security Surveillance/ Payment Gateway/Mobility Solutions, Robotics Analytics, Augmented Reality, Virtual Reality, IoT Sensors, Satellite-based IoT Solutions, currently associated with C-Square Info Solutions.**
- Gained exposure in sales & marketing, business development, client relationship, key account managing, pipelining sales based on market research, network management and
- Nurtured and **led 3 teams for business development and 4 teams for sales** in sourcing, managing and implementing new business opportunities
- Steered business operations for the profit center with a view to realize pre-planned sales and revenue
- Restructured operations and introduced important measures to bring in profitability which included establishment of new local offices, strategic partner alliances for business processes and team re-organization
- Developed, reviewed and reported on the business development division's strategy, ensured the strategic objectives were well understood and executed by the team
- Worked on several projects like **Ministry of Rural Development, Smart City Integration projects, Attorney General of India, Prime Minister office of India, President House of India, Department of Work, Transport & Health of PNG & Australia, PMO, MOUD, Embassy Union, Defense, Gail, SBI, PNB, HPCL, BPCL, Indian Oil, GeM, NISCI, NIC, Airtel, Lupin, MGL, IGL, Prime Minister office of Singapore and many more**
- Quickly learns and master's new technologies; capable of working in both team and self-directed settings

### CORE COMPETENCIES

~Business Development

~P&L Management

~Government Liaison

~Key Account Management

~Business Turnaround

~International Marketing

~Strategy Planning

~Tender Operations

~IT Infrastructure sales

### ORGANIZATIONAL EXPERIENCE

- ② Since March'19 with C-Square Info Solutions Pvt. LTD, New Delhi as General Manager - Global Govt. Business.
- ② Since Jun'17 to Feb 2019 with Icon Resources, Noida as Assistant General Manager -Asia Pacific Govt. Business
- ② Oct'15-Jun'17 with Next Techno Enterprise Pvt. Ltd., Delhi as Manager- Asia Pacific Govt. Business
- ② Sep'12-Oct'15 with Strategic Outsourcing Services Private Ltd, Delhi as Manager- Asia Pacific Govt. Business
- ② May'08-Aug'12 with 3i Infotech Ltd., Delhi as Assistant Manager— Business Development

### Key Result Areas:

- **Expertise in Establish Government and Psu's Business Vertical.**
- Maintain relations with the key decision makers of the allocated accounts; adhering with payment collection & outstanding system
- Responsible for brand promotion and lead conversions
- Bidding for new government & preparing RFP/RFQ as per government requirement
- Steering business operations for the profit center with a view to realize pre-planned sales and revenue targets; formulating profit center budget for operational business development activities

### Leadership Aspects:

- Collaborating with risk management, operations, credit & legal to meet compliance protocols and maximize clients 'experience
- Conduct risk management, predictive analysis, forecasting & developing solutions Developing relationships with existing client base at all levels of the hierarchy & establishing brand awareness
- Develops and implements strategic marketing plans, sales plans and forecasts to achieve corporate objectives
- Training existing staff, hiring additional business development executives and managing staff to increase productivity and effectiveness
- Review and report on the business development division's strategy, ensuring the strategic objectives are well understood and executed by the team
- Support the overall process of management and corporate decision-making to ensure the organization maximizes its short, medium and long-term profitability and shareholder returns

### Highlights:

#### At C-Square Info Solutions

- Appreciated for leading negotiations, coordinating complex decision-making process and overcoming objections to capture new business opportunities
- Achieved Year Order Booking for 2019-20 & 2020-21
- Generated more than **18 Crore** of business each year
- Generate **4 Crore** Net revenue

#### At Icon Resources

- Appreciated for leading negotiations, coordinating complex decision-making process and overcoming objections to capture new business opportunities
- Empanelled Icon resources. for Application Development in NICSI 2017
- Achieved Year Order Booking for 2017-18 & 2018-19
- Generated more than **15 Crore** of business each year
- Generate **3 Crore** Net revenue

#### At Next Techno Enterprise Pvt. Ltd.

- Generated more than **12 Crore** of business
- Achieved Year Order Booking for 2015-16 & 2016-17
- Empaneled Next Techno Enterprise Pvt. Ltd. for GIS Application Development in NICSI 2015
- Generate 4 Core Net revenue each year

#### At Strategic Outsourcing Services Pvt. Ltd

- Generated more than **20 Crore** of annual revenues
- Achieved Year Order Booking for 2013-2014
- Empaneled Strategic Outsourcing Services Pvt. Ltd. for Scanning & Digitization, Professional Support Services and CCBS in NICSI 2012, 2013 and UIDAI
- Generate **5 Core** revenue each year

#### At 3i Infotech Ltd

- Empaneled 3i Infotech Ltd. with NICSI for Professionals Support Services
- Contributed more than 25 Crore of annual revenue
- Achieved Year Order Booking for 2008-09, 2009-10, 2010-11, & 2011-12
- Generate **5 Crore** Net revenue each year

## IT- SKILLS

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- C, C++, Core & Advance Java, SAP Basis,

## ACADEMIC DETAILS

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B.Com. from MJP Rohilkhand University, Bareilly UP in 2008

12<sup>th</sup> from UP Board in 2005

10<sup>th</sup> from UP Board in 2003

## PERSONAL DETAILS

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Date of Birth : 11th August 1987

Marital Status : Married

Languages : English & Hindi

Known : A-14, 3<sup>rd</sup> Floor, Street No.- 20, Madhu Vihar, IP Extension, Delhi- 110092

Address