

Name: Abhishek Dhawan
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Objective:

An excel as dedicated, adaptable and motivated individual equip of great interpersonal, analytical and communicative skills with proven track record in Sales, Marketing and Lead Management by managing and administrating effective lead generation, CRM maintenance and demand generation processes, corporate strategies and Internal marketing process.

PROFILE

- Efficient and effective sales representative with over 5+ years of experience in IT Services & Products sales and managing business, and enterprise client accounts.
- I have developed an in-depth knowledge of all business sector further enhancing my B2B Sales
- Strong team player with excellent communication and presentation skills to work pro-actively on own initiative. Adaptable to any environment.
- Sales pipeline development and management- Client relationship, building and associated call planning.
- Academically astute individual offering in-depth academic knowledge, practical project exposure and an effective analytical ability augmenting a highly creative and expressive mind.
- Self-motivated, hardworking and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism
- Result oriented individual with strong analytical and interpersonal skills and a quick learner with high levels of adaptability and ability to take initiative.
- Good communication skills, verbal as well as written coupled with exceptional presentation skills.
- An effective team player with exceptional planning and execution skills coupled with a systematic approach and quick adaptability

PROFESSIONAL EXPERIENCE

NAME OF COMPANY: 4T4 Enterprise Solutions Pvt Ltd. (SAP Partner)

August 2021 – Till Date

Designation: Business Development Manager

Role: Sales

Job Role:

- Responsible for end to end closer of SAP Products (S/4 HANA Cloud/ On-premise) SAP Services (SAP AMS, Resources, Projects, implementation) and Company Products like Digital Signature, Dealer Management Solutions, Vendor Portal other customized products.
- Responsible to create roadmap for each fiscal year for Sales and Marketing.
- Identifying potential clients North India.
- Meeting with the prospect for first-level understanding requirements and presenting company profile with closure & sales Management.
- Close deals and handle negotiations with the decision makers of prospects.
- Lead Generation via Email marketing / Cold calling and generate opportunity for SAP S/4 HANA & SAP AMS, SAP S/4 HANA Migration, Barcode, Vendor portal, Gate Entry solution and any kind of SAP requirement.
- Maintaining Healthy Relationship with New Customers as well as existing clients.
- Set up and deliver sales presentations, service demonstrations, and other sales actions.

- Identifying a new market area where the company can expand itself.
- Approaching the customer via telephone, email campaign and with the help of social media network (LinkedIn).
- Responsible for end-to-end email campaign activities and social media activities.
- Sharing the company profile and other details of the company to the prospect/clients.
- Making a proposal and redesigned company profile.
- Supervising multiple responsibilities related to Sales & Marketing.
- Maintain and expand the company's database of prospects.
- Data management.

NAME OF COMPANY: Nexus Business Solutions Pvt Ltd (SAP Partner)

August 2018 – August 2021

Designation: Assistant Manager Sales

Role: Sales & Marketing

Job Role:

- Responsible for end to end closer of SAP Products (S/4 HANA Cloud/ On-premise, C/4 HANA), SAP Services and Company Products.
- Responsible to create roadmap for each fiscal year for Sales and Marketing
- Identifying potential clients North India
- Meeting with the prospect for first-level understanding requirements and presenting company profile with closure & sales Management
- Close deals and handle negotiations with the decision makers of prospects.
- Handling a team for inside sales for Lead Generation.
- Lead Generation via Email marketing / Cold calling and generate opportunity for SAP S/4 HANA & SAP AMS, SAP S/4 HANA Migration, e-Invoice, e-waybill, Barcode, Vendor portal, Gate Entry solution and any kind of SAP requirement.
- Maintaining Healthy Relationship with SAP Team & New Customers as well as existing clients
- Responsible for SAP Certification activities for Company
- Set up and deliver sales presentations, service demonstrations, and other sales actions
- Identifying a new market area where the company can expand itself.
- Approaching the customer via telephone, email campaign and with the help of social media network (LinkedIn)
- Responsible for end to end email campaign activities and social media activities.
- Sharing the company profile and other details of the company to the prospect/clients.
- Find budget, Authority, Need and Timeframe for the interested clients
- Making a proposal and redesigned company profile
- Responsible Digital Marketing activities and Website
- Supervising multiple responsibilities related to Sales & Marketing
- Maintain and expand the company's database of prospects.
- Data management

NAME OF COMPANY: McCann World Group (MRM End To End)

September 2017 – July 2018

Designation: Research Associate

Role: Lead Generation

Job Role:

- Identifying potential clients PAN India & Generating Leads.
- Cold calling and generate opportunity for **Autodesk & SAP** (S/4 HANA, C/4HANA Ariba etc.).

- Handle a team.
- Audience Generation for various events.
- Identifying a new market area where the company can expand itself.
- Reviewing client's shared information and requirements.
- Carry team and individual lead generation quota.
- Encourage and motivate the team in meeting the targets.

NAME OF COMPANY: CresTech Software Systems Pvt. Ltd.

September 2016 – August 2017

Designation: Marketing Associate

Role: Lead Generation & Digital Marketing

Job Role:

- Creating Relationships with Top Management of prospects through Cold Calling and Relationship Calls
- Innovation and Implementation of new ideas at organizational level
- Participate and represent company at various Summits and Conferences
- Identifying new market area where company can expand itself
- End to end process to review client's information and requirements
- Map out marketing programs and lead generation plans in alignment with goals and revenue targets
- Strategizing future road-map for website development & digital marketing components with the concerned team
- Retaining old customers with emails and cold calls
- Responsible for overall branding of the company (Internal as well as External)
- Responsible for end to end CRM and email activities
- Responsible to create roadmap for each fiscal year for sales and marketing

Academic Qualification:

- Completed MBA(DGM) from NMIMS, in 2019 with B+
- Completed B.SC(I.T) from Kvempu University, in 2016 with 65%
- Completed GNIIT from NIIT South Ex in 2015 with 70%
- Completed 12th from CBSE board in 2012 with 60%
- Completed 10th from CBSE board in 2010 with 60%

Technical Proficiency

Windows, Linux, MS Office, Sales Force, Zoho CRM and Campaign, HTML, Photoshop

Personal Profile:

Name : Abhishek Dhawan

Father's Name : Mr. Mahinder Kumar

Address : BF- 64 Madangir New Delhi -110062

Phone No : +91-9899145290

Date of Birth : 17-04-1994

Declaration: I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above -mentioned particulars.

ABHISHEK DHAWAN

Date: