

Prakash Goudar

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Manager-Sales

A result-oriented professional acknowledged for strengthening companies to lead in highly competitive markets targeting **Sales, Marketing & Business Development** assignments preferably in **Bengaluru**.

PROFILE SUMMARY

- A dedicated professional with **6 year's** experience in **Business Development activities** in **IT Software industry**
- Hands-on experience in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
- Spearheaded **entire sales cycle** from initial unqualified lead to proposal generation, considering competition, evaluating & supporting issues, negotiating price and deal closure
- Worked on **client's key pain points** to create a demand and mitigated objections/road blocks
- Implementing business, marketing, sales, incentive & promotional plans/strategies
- Capability to sustain a positive work environment that fosters team performance with strong communication and relationship management skills

CORE COMPETENCIES

Team Management	Negotiation / Deal closure	Upselling/cross selling
Competitor / Market Analysis	Client Relationship Management	Identifying client business & needs

ORGANIZATIONAL EXPERIENCE

Sitara IT Innovations Pvt Ltd, Cyber Armour Solutions & Vidyakalpavruksha.
Manager-Sales (Inside Sales+Onsite) Team size - 4

October2020 – Till date

Responsibility:

- Setting up sales process flow and managing the sales team
- Handling different verticals for different product line for Bangalore region
- Using Bitrix24 CRM tool for assigning, classifying, maintaining sales leads.
- Understand client business for upselling and cross selling
- Collaborate with internal stake holders for project delivery
- Connecting with C-Level executives for long term goals.
- Meeting with Founders, Directors, and Management for presentation, negotiation and deal closure
- Setting individual sales targets with the sales team
- Hiring right candidates for different verticals.

Best Engineering Aids & Consultancies Pvt Ltd, Bangalore
Sales Consultant (Inside sales+Onsite)

June2019 – October2020

Responsibility:

- Responsible for selling Solid works Products in commercial segment.
- Building relationship with MD/CEO/CTO level for higher level contacts for upselling/cross selling
- Maintain sales funnel and forecast sales projections and contribute to the company revenue
- Preparation of sales quotation, negotiation and deal closure.
- Maintaining healthy relationship with clients
- Using OEM's CRM tool for maintaining sales funnel
- Data mining, tele-calling, and other Business Development Activities to increase pipeline.
- Provide feedback about customers ,competitors and market trends to Reporting Manager.

Capricot Technologies Pvt Ltd, Bangalore
Sr.Business Executive (Commercial+Educational) Onsite

August 2018 – June 2019

Responsibility:

- Handle End to End sales
- Responsible for selling solutions to commercial & Education verticals in the assigned region.
- Maintaining sales funnel using automated sales CRM tool for classifying lead stages.
- Business development activities like Tele-calling, Promoting offers in Metro, Tier-1, Tier-2 cities.
- Submitting weekly and monthly sales report to reporting manager.
- To achieve Monthly, Quarterly and annual targets.
- Preparing proposals & quotations using SAP business suite and submit to the prospect
- Providing regular feedback to manager about marketplace and competitor activity
- Developing direct sales & marketing plans and attending industry events to build relationships with key prospects

Spider Software, Bangalore
Sr.Marketing Executive (B2B/B2C) Commercial+Educational
Team Handled – 4 (Inside sales+Onsite)

Nov2015 – Jul 2018

Responsibility:

- Responsible for End to End sales of “**Technical Analysis Tool**” and generate revenue from various Financial Markets in **Karnataka and Kerala region**
- Maintaining sales & support team for maximum revenue generation.
- Using automated CRM tool for assigning & classifying leads, maintaining sales funnel and onboarding client details.
- Implemented strategic sales & marketing plans and to fulfill **Quarterly & annual Sales** targets of the branch
- Hire the candidates for sales and support team.
- Utilized internet marketing tools like **Google, Social Media Campaigns, E-Mail Campaigns, SMS Campaigns.**
- Build strategic partnership with various colleges in Karnataka and conducted seminars, & workshops for students
- Conducting business meeting with **Clients, Stock Brokers, Financial Institutions, Advisory Firms & HNI Customers**
- Collaborated with **Development Team** and other **internal stakeholders** to meet customer software requirements
- Preparing monthly/Quarterly/ annual reports and shared the same with the Branch head and Regional Head
- Maintaining healthy relationship with existing clients

ACADEMIC DETAILS

2015: **BE (Electronics and communication)** from SGBIT Belagavi, VTU University, Belagavi
2009: **Diploma** in Electronics & communication from BTE karnataka

PERSONAL DETAILS

Father Name Goudappa
Permanent Address: P.no 46/A, SS Nagar, Kanabargi, Belagavi-590015. Karnataka
Date of Birth: February 18, 1988
Marital status: Married
Languages Known: English, Hindi, Kannada & Marathi