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Professional Synopsis

A dynamic professional with excellence in Team Handling, Strategy Formulation, Competition Formulation, Account Handling, Business/Region Development & Channel Management.

An experienced account management professional for strategic enterprise clients, with excellent relationship & management abilities.

An effective consultative communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities.

Key Deliverables

Key Account Management

Developing relationships with key decision-makers in target organizations for business development. Interfacing with the clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.

Managing activities pertaining to finalization of deals for smooth execution of sales & order processing.

Sales & Marketing / Business Development Strategy Planning

Expertise in developing Strategy as per the region for lead Generation and Partners ROI. Planning participation of stakeholders and healthy competition amongst the team members. Identifying streams for revenue growth & developing marketing plans to build consumer preference. Conducting market research & sales analysis by keeping abreast of market trends & achieving market share. Motivating Team by various training modules, Motivational Meetings, Soft Skills Enhancement and Problem Solving.

Network Management

Identifying and networking with financially strong and reliable organizations resulting in deeper market penetration and improved market share.

Developing and appointing dealers / distributors to expand product reach in the market and Helping them to develop their team with strong work skills.

Products handled: - All hardware (Desktops, Notebooks, Tablets), Big Institutional/Corporates/Govt. Offices Printing Tenders/Bidding, Microsoft-Office 365, ERP software, AMC, Software Solution, Add-ons, High Value Software and its full Package with Implementation.

Handled: OEM, Distributors (National and Regional), Channel Partners, LFR, System Integrators, Corporates, Certified Partners, Retailers, Institutions and SMB's(End Customer), Association President's, Purchase managers etc.

Organizational Experience

Feb2020 to Present Upgrading Skills

19th Oct2015 to Jan 2020 Under Tally Solutions PVT LTD- Payrolls

Working with Tally Solutions and selling ERP Solutions via Channel partners as a Business Manager for Whole Mumbai and South Gujarat Region (Surat, Bardoli, Navsari, Valsad, Vapi, Umbergam etc)

Promotions:

- **Business Manager, Gujarat** – Oct 2018
- **Sales Manager, Mumbai** – April 2017
- **Asstt. Sales Manager, Mumbai** – Oct 2015 (Appointed)

Key Deliverables: -

- Business Manager-Handling Certified Partner Network of South Gujarat, Mumbai
- Sales Manager- Handling Associate Partner, System Integrator, LFR and OEM Brand Store Channel Network.
- Team Building- Appointing, Developing, Product Training, Sales Pitch Training, Motivational Seminar, Soft Skill Training, Internal Team Competition strategy planning, Lead Generation and closure techniques etc.
- Checking Partners and Market MOP- Taking periodic measures to maintain it
- Taking Product and Sales Events for Partners, End Customers, Distributors to upgrade them with Tally
- Responsible for slashing down the Piracy Rate by legalization of Tally Solutions, Services & Offerings through Consultation Programs
- Making Distributor team work, plan and capture the maximum breadth billing
- Influencers Meet- CA, STP, Lawyer, Tax Practitioners, Accountants etc
- Updating new products & schemes down the level
- Event Planning for Lead Generation- One to Many, Cluster Activity, Wholesale Market Activity etc.
- Appointing Certified Partners for maximum region coverage
- Making Tally Xcellerator and team get sync with Regional Sales Goals.

2nd May 2013 to 13th Oct 2015 iBall- Best IT Industry Pvt. Ltd.- Payrolls

Working with iBall as an Area Sales Manager for whole Pune and PCMC Region.

Promotions:

- **Area Sales Manager, Pune and PCMC** - May 2014
- **Territory Sales Manager, Pune and PCMC** - May 2013 (Appointed)

Key Deliverables

- Taking Care of Channel segment, Retail segment, Mobile and Corporate or Institutional Sale for Pune branch
- Handling team of 18 SP and 42 Activity Person
- Taking Promoters and Sales Person Training and Meeting in Regular Intervals
- Planning for Primary and Secondary Billing for Tablet
- BOM Consultation for Month End Billing and product liquidation.
- Responsible for Primary and Secondary Sales Both via Proper distribution channels
- Formulating Schemes and ensuring its execution.
- Corporate Leads generation and closure via channel Partners.

20th July 2011 to 25th April 2013 Lenovo India Pvt. Ltd. Under Denave Payrolls

Worked with Lenovo India Pvt. Ltd. for Hardware and Microsoft Software solution, consulting and services for **Pune and PCMC Region**, worked for Sales profile.

Key Deliverables

- Handling Distributor, Business Partners and the Retail Sector of Pune and PCMC Region
- Responsible for secondary sales via Regional Distributor.
- Maintain the proper premium product mix in the business
- Ensuring proper Scheme Communication and sales planning
- Finding Potential partners in the market and converting them into LES lite
- Partner Acquisition Strategy
- Arranging BOM for month end Billing
- Planning for Activities like Canopy, Road Shows, Paper insertion, Pamphlets distribution etc.

May 2007 to July 2008, April 2010-May 2011 with Bhartiya Mudran - Payrolls

Worked with Bhartiya Mudran Printing Press and extracted the sales from Corporates, Institutions and SMB's in Bhopal Region

Key Deliverables

- Fixing Appointments, Meeting, Demo, Bidding and organising team to execute the desired result
- Managing Printing Process by concentrating mainly on the customer preferences.
- Facilitates Relation Building & thereby increasing the frequency of clients to buy.

Academic details: -

- Post graduate Diploma in Business Management (Marketing) from Sinhgad Business School, Lonavala, Pune (Regular in 2008-2010).
- Bachelor's in commerce from Barkatullah University, Bhopal (M.P.)
- High School in St. Xavier's School under CBSE Board.

Achievements: -

During Tally:

- Got **Best Distribution Management-West Award** in 6 months of Actual Working
- Got **Appreciation Award for Highest Unique AP in India** in H1 2017-18
- Given Growth in AP business from 12% to 18% Per Month Average
- **Special Nakshatra Award** for OND 16
- **Initiator and Idea Conceptualisation- Best SM for AP Placement Drive** in one day- 18th Nov16
- Increased Unique AP from 16 AP to 30 AP to 75AP Per Month Averagely
- **Special Appreciation Letter from the Dir. Tejas Goenka** Sir for My Performance For 2016-17- With Gift
- **Promoted** from Asst. Sales Manager(M2) to **Sales Manager (M3)** in April 2018
- **Top Performer Award** HY1 2018-19
- **West Region, Star of the Month award**- Aug18, March-18, Jan-19 and on
- **Project Unnati**- A new Initiative- launched for Sales Growth in South Gujarat

e-Certification:

- Excel Essential Training(Office365)-2020
- PowerPoint Presentation Secrets-2020
- Public Speaking Foundations-2020
- Establishing Credibility as a Speaker-2020
- Business Etiquette: Meetings, Meals and Networking Events-2020
- Creating and Giving Business Presentations-2020

During iBall:

- Given 250% Sales growth via increasing market coverage.
- Got Promoted to Area Sales Manager
- Pune Branch was Ranked 2nd in iBall – All India Branch Meet 2013-2014
- iBall Ranked No.1 in Qtr4,2014 with 15.6% Tablet market share-IDC report

During LENOVO:

- Opened 3 new LES lite Showroom in Pune
- Added 50 fresh BP's in 11 months
- Increased the LENOVO RD Billing from 800 Notebooks to 3000 Notebook
- Increased the Market share of LENOVO RD from 38% to 60%

Personal details: -

- Date of birth: - 4th of February, 1986
- Marital Status: Yes, and have 1 child
- Languages known: - Hindi, English, Marathi, Gujarati.
- Interest and hobbies: - Interacting with people, listening to soft music, surfing and playing Chess
- References: Will be provided when asked for