vijay rajgopal nair

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experience summary

20 years+ of information technology experience, covering presales, business development, technical sales and account management, sales enablement and marketing experience. have consistent track record of delivering value through relationship management, business and technology understanding and operational efficiency. business areas handled includes consulting, it services, products and system integration. domain expertise includes, banking and financial services, hospitality, retail and insurance.

key competencies

Business Development	Solution Consulting And Advocacy
Presales, Proposal And Bid Management	Product Sales
Account Management	Solution Architecture
Business Development And Marketing	Strong Interpersonal Skills

experience summary

Siriuspoint Technology and Consultancy Services Pvt Ltd – July 2019 till now
founder and director
- founded siriuspoint to provide digital solutions to business problems for hospitality and retail sector
- tied up with us based firm to introduce and develop business for realcadence (an operational tracking software catering to hospitality and retail) to indian market
- created delivery framework with technical partners to ensure right delivery
- currently working on program management of testing services for notouch restaurant app for a us based costumer

Atos Syntel – July 2014 To May 2019
principal specialist
- manage proposal management team providing sales support activities covering vendor registration, rfis, rfps, defense presentations, advisory, analyst requests and sales km
- review proposal and solution documents and assist in managing large global deals
- consistently improve quality of proposals and improve win ratio
- experience in managing market research team for providing competitive and social analytics

CA Technologies – October 2012 to July 2014
business technical architect – banking and financial services
- technical sales and business development for large banking and financial accounts in india region
- presenting customer presentations covering ca value propositions to customers and ca partners
- create gtm strategy, account planning, and customer wise solution strategies
- create sales/solution content for various products for india region
- single point of contact for bnfs proposals for india west region
- experience in managing marketing activities covering customer and partner events
- key wins : expanded authentication services at union bank of india and automation services at sbi and associates

Tata communications payments solutions – July 2011 to October 2012
senior manager – presales
- set up presales and bid management function
- business development for pan-india region, clients include private and public sector banks pan india

- end to end management of large bids for psu and private banks in india for payments solutions
- single point of contact between, sales and product management and delivery teams
- support marketing, branding and partner development activities
- key wins: 14000+ atm consolidation project by minsitry of finance opex model for the states of andhra pradesh, tamil nadu, andhra pradesh and puducherry.
- merchant acquiring system through pos for allahabad bank

Oracle financial services software – December 2005 to July 2011
senior solution architect – solution architect group
- end to end pursuit management support from deal qualification to bid management to assisting drafting statement of work and agreements
- responding to various sales/client requests with respect to proposals, presentations, capability documents, research papers for software services business across geographies
- manage bids from proposal writing and maintain risk management and bid profitability
- prepare senior management presentations for large and strategic deals
- manage and participate in client visits
- key wins : managed services - application support project for leading corporate bank

3i infotech – october 2000 to december 2005
senior solution architect – solution architect group
- part of core team to setup formal presales practice and new business initiatives for banking and government
- services included customer software development, consulting, product implementation and system integration
- provide technical solution, solution architecture, technology architecture, effort estimation and pricing
- present solution and value proposition to india based customers
- application support of magiccart.com, application design and development nri tracking system, non performing assets and new application capture system
- key wins : tax information exchange system – ministry of finance, horizontal transfer of applications – land records, transport and property – ministry of information technology

Lotusind – march 2000 to october 2000 > *it consultant*

Interaction computers – june 1999 to feb 2000 > *trainee*

certification, achievements, awards

- Aws cloud practitioners' essentials - 2020
- Togaf9 certified – 2019 – open foundation
- Agile awards for leadership – 2016 - syntel
- Extra mile awards for marketing and branding – 2012 - tcpsl
- Extra mile awards for business development and bid management – 2012 - tcpsl
- I-appreciate award – performance award – 2008 - ofss
- Md merrit awards - significant contribution to business – 2004 and 2003 – 3i infotech

education

- **Pgdba – Systems Management - 1997-1999 >** *K.J Somaiya Institute Of Management Studies and Research*
- **M.Com – Advanced Accountancy - 1996-1998 >** *Mulund College Of Commerce*
- **B.Com – Computers And Tax - 1993-1996 >** *V.G. Vaze College Of Arts, Science and Commerce*

languages

English, Hindi, Marathi and Malayalam

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