

Rahul Ingle
Pune, Maharashtra.
Mob. No. +91-9099902856, e-mail:-rahul.vijayamgmt@gmail.com

Bring to board 10 years of ardent experience corporate & B2B sales, a proactive and dedicated person I prefer to lead by example and am driven by the success of initiatives undertaken. I also intend to add value to every area of activity I take up, through my creativity, determination and **sheer effort**.

Current Organization:

DEV Information Technology Limited. (October 2018 – Till date)

- Business development, identify new arena and solution
- Sales for ERP solution, Microsoft Dynamics 365 Finance and operations
- MS CRM solution
- Excellent ability to pitch in Microsoft; platform as a solution
- Sales for Business Intelligence solution, product SAP Analytics, Power BI Microsoft & Talligence
- Understanding different IT land scape and understand best, suitable solution architecture

Squirrel Softech Services Pvt. Ltd. (December 2017 – October 2018)

- In Business development department I have master the art of searching new areas for solution, identify and define solution fit and success criterion in target market.
- I have managing Business Development for SAP Objective Business Intelligence Software Solution, End to End process of Business Development (lead to closure management).
- Direct responsibility to manage inside sales, insure smooth hand over to implementation department and stay 'SPOC' and look for up sales & cross sales opportunities.

Past Organization:

VSynergize Cloud Solutions. (August 2017 October 2017)

G Suite and Google business tools specialist.

- Consultative sales to all customers who want to buy the G Suite and Google Cloud Platform for their business.
- Help customers setup G Suite in order to increase conversion, lifetime value, and overall satisfaction with Google Enterprise.
- Strategically & persistently help customers setup Apps through high volume phone calls and email campaigns. Also, worked as Offer Specialist for Enterprise Agreement project launched by Google for mid markets.
- Part of a Global Customer Satisfaction Assist team where my role is to enhance customer experience by working on the customer's feedbacks and also to provide a detailed analysis of Regional Assist rep's performance on monthly basis.
- Working with Google Channel Partners or Resellers on Indian opportunities ranging from 1 to 100 employee companies and working on effective pipeline management of opportunities/trials for better conversion and up sell rates.

Zendesk Consultant and sales.

- Zendesk builds software for better customer relationships. Allow businesses to be more reliable, flexible, and scalable. Helps improve communication and make sense of massive amounts of data.
- Above all Zendesk turns customer interactions into lasting relationships. Innovate globally to provide great customer service.

Vijaya Management Services (2008 to July 2017)

Job Profile:

Competition analysis and **GAP** analysis for **strategic corporate sales** plan to yield results. Derive & ploy most suitable strategy in given time to reorganize and reframe strategy. Along with data analysis, business intelligence and all possible and available tools to my disposal.

To manage and **maintain current clients** and **Identify / develop new clients** in target oriented and given area, pushing new offerings along with core offerings to enhance penetration into accounts.

Key Account Management & Strategic Account Manager, Enterprise sales, B2B relation management for **revenue generation**.

Expert in handling CRM / ERP products

Mapping the requirements of **enterprise clients** and providing them the best solution to meet their recruitment / branding needs effectively. Provide inputs in the development of sales pitches and proposals.

Certificates:

- SAP Roambi BO, 2018
- SAP best sales practice, 2018
- Sales Best Practice certified by Get your business run best on digital world, 2017
- Adwords Mobile Certification certified by Google Inc., 2017
- Sales Executive for Google Products certified by Google Inc., 2017
- Present and sales for Google apps & Drive. certified by Google Inc., 2017
- Online Marketing Fundamental Qualification certified by Google Inc., 2017
- Analytics Certification certified by Google Inc., 2017

Skills Execution:

- Account Management & coordination.
- Strong analytical skills and ability to handle complex sales situations.
- Presentation and Probing and persistence in follow ups for closure.
- Negotiation, cost effective deal management & go get it attitude for sales.

- Relationship building & maintenance for long term business.
- Business & Entrepreneurial Acumen.
- Team player, integrate & motivate the sales team.

SPECIAL QUALITIES

- Possess strength and stamina for sustained hard work.
- Forward planning and ability to prioritize.
- Possess ability to get along with people from different walks of life.
- Excellent Communication skills.

EDUCATION

2008-2010: MBA Finance. University of Pune.

2003-2005: Masters of Science.

2000-2003: Bachelor of Science (Chemistry)

Declaration: -

I hereby declare that above information is true to the best of my knowledge and belief.

Rahul Ingle
Pune, Maharashtra.
9099902856
(9552020203 Home)