

Rahul Reddy

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Summary

Knowledgeable and skilled Sales & learning and development manager with over 10 years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-continent territory. Seeking to bring my proven track record of launching successful marketing campaigns and team-leading into a senior management position. I am familiar with identification of prospects, attending client meetings and product demonstrations.

Academia

- PG Diploma in Information Technology - College of East London.
- Bachelor of Technology – Electronics & Communication Engineering - ICAI Tech.

Key Competencies

Business Acumen | Decision Quality | Listening | Managerial Courage | Planning | Problem Solving | Drive for Results | Building Effective Teams | Re-engineering | Strategic Agility |

Areas of Expertise

Managerial: Performance Management | Sales Leadership | Coaching | Change Management | Personal and Team Development | Work Skill Development

Operational: Project | Resource Management | Strategic Planning | Curriculum Development | Measurement & Reporting | Need Analysis

Technical: Budget Planning | Learning Management System | Surveys | Analysis | Performance Metrics

Certifications

Future Learning and Development Leader Program – Issued by KPMG

Work History

Freelance Training Support – (July 2023 – Present)

Offering consistent, result-oriented and affordable training services to Individual Students worldwide in order to help them achieve their goals in the field of IT Technology.

National Stock Exchange – (Sep 2022 – April 2023)

Sales & Learning and Development Specialist providing end to end solutions for the training requirements of BFSI clients.

Teamlease Edtech

Manager – Edtech Sales – (Feb 2022 – July 2022)

Sales & Learning and Development Specialist providing end to end solutions for the training requirements of clients.

Vinsys IT Services

Business Development Manager (Edtech) – (December 2020 – January 2022)

Sales & Learning and Development Specialist providing end to end solutions for the training requirements of clients.

RPS Consulting Pvt Ltd

***Enterprise Manager* – Sales (Jan 2019 – September 2020)**

Sales & Learning and Development Specialist providing end to end solutions for the training requirements of clients.

Key Responsibilities: -

- Hunting & New client acquisition.
- Training needs Identification and analysis through active discussion with clients L&D team / Business units.
- Servicing the training needs as per the client's budget and requirement.
- Financial negotiation – Commercials discussion with client.
- Webinar and Training Calendar preparation - Monthly / Quarterly / Yearly.
- Coordinated Technical / Functional / Soft skill / Behavioural Training sessions.
- Induction Trainings, Lateral Programs, Project based trainings.

- Identification of faculty – Mapping the suitable faculty.
- Technical discussion – Discussion with the client on deliverables.
- Program design – Content design; Discussion with the SMEs and Project members.
- Delivery – Monitoring the delivery to meet the objectives.
- Post training activities. – Training analysis / Feedback and support.
- Designing the learning strategy as per the project need.
- Strategic client relationship, managing relationship with the clients with the objective of increasing the sales volume.
- Managing vendor relationships.
- Handling the escalations and resolving grievances.

INTELLIVEY LLC

Senior Business Development Manager - Muscat, Oman (October 2012 – December 2018)

I am heading the International Business for Enterprise Communication Solutions division. Responsibilities includes setting up & managing International Sales Team, developing & managing distribution channels across the targeted countries and ensuring to achieve the company's revenue goal from Philippines, Hong Kong, Singapore, Indonesia, Malaysia, Vietnam, Oman, Qatar & UAE regions.

Duties:

- Sales of cloud computing services like Automated Email Archiving, Compressed storage, Search and retrieve emails on demand.
- Email and collaboration.
- Cloud bulk emailing.
- Cloud anti-spam and anti-virus.
- 2 Factor Authentication.
- Channel Sales Management in International Market.
- Distribution Channel Appointment, Development and Management.
- Strategic Account Management.
- Manage the forward financial planning for selected channel partners, including revenue goals & commitments, renewal rates, product margins, special sales incentive programs and joint marketing funds.
- CXO Relationship Development & Management.
- New Market Identification and Penetration.
- Position different product & price mix according to the country's environment.
- Strategic business planning for different regions, for different products, for different market segments etc.
- Responsible for overall team performance & management.
- Responsible for Overall International Sales Reporting – Weekly, Monthly, Quarterly and Yearly Reporting.

Business Development Manager – London, UK (January 2010- October 2012)

Play a pivot role in driving new business prospects forward, and assisting in maximizing revenue opportunities from Italy, Switzerland, Baltic & Nordic Countries.

Duties:

- Identifying, research and targeting new business projects.
- Liaising with new and existing clients over the phone and meeting them face to face.
- Managing and maintaining databases of potential clients.
- Developing strong working relationships with prospective new clients.
- Providing support to the sales and marketing team through a variety of additional activities.

Personal Details

Languages - English, Hindi, Telugu
DOB – 31st March '85

Declaration

I hereby certify that the information furnished in my curriculum vitae is correct and complete to the best of my knowledge.

Place: Hyderabad

Veera Rahul Reddy, Palagiri