



RAVI KANT KASHYAP

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LEADING- KEY ACCOUNTS BUSINESS IT RENTAL & IT LEASING – LARGE ENTERPRISES & LARGE CORPORATE ACCOUNTS (NATIONAL PROFILE)

CAREER OBJECTIVE

A dedicated Individual with 14 years of work experience in IT Rentals / IT Leasing / Selling of IT Devices and Spares including end user devices and Enterprises Solutions in Industry with a keen interest in Large Client acquisition / handling / management and order fulfillment process along with team handling and to achieve their targets. I am looking for a new role for Sales and Marketing with a dynamic and exciting organization where my business knowledge, experience and skills will contribute towards the growth and success of the organization.

WORK EXPERIENCE

1). COMPUTER JUNCTION PVT. LTD.

Promoted and Working as National Key Accounts Manager (Pan India Role) (IT Rental & IT Leasing) Sale of Spares from April 2022 till date.

Computer Junction Pvt. Ltd. is an IT Rental / IT Leasing Company having presence in industries since 29 Years & Serving Industry (Corporate + Govt. + Exams verticals) with IT Rental Services with Pan India Service Operations.

Roles and Responsibilities

- Working as National Key Accounts Manager for the company and developing Large Enterprise Accounts and leading KAM team.
- Responsible to get IT Rental Business from Large key accounts Located on Multi Locations and to develop the business vertical (KAM) as a new vertical for the organization.
- Working as hunter and farmer both and building new clients for the company. Working as an individual contributor for the company.
- Working / handling and closing orders for large enterprises groups like Wipro / TCS / ADANI and many more of same category and mainting the billing of 7-10 Cr individually.
- Working with focused approach to develop and manage these key customers and to give the feeler to them that they are in safe hands in terms of order and business execution by providing excellent services at all times.
- Working on specifically on Large Clients only and to deep digging into those accounts by developing and maintaining business relationship with contact persons. To map the person completely from all the angles and to generate business from that account.
- To acquire new corporates clients for the company to increase the business and to retain the business from old and new clients.
- To meet CIO's / CTO's / IT Managers / IT Procurements Managers / Head of Procurement / TC /CEO's / VP's /AVP's/ Directors and to give presentations to these people in corporate companies.
- To fix up appointment & to meet the corporate clients (IT/ Procurement dept) for understanding their IT infra requirements properly and to understand how they are operating in industry and in which area we can support them and how we can get entry for IT Rental Business. It is all about the understanding of domain of the organization.
- To prepare/customize the proposal /Rate contracts / quotations depending upon client's specific requirements.
- To give tranings to new joiners and sales trainees for IT Rentals and Sales processes.
- To give technical product tranings also for the products to new Candidates who joins the organization.

2). COMPUTER JUNCTION PVT. LTD.

Sr. Regional Sales Manager (North) - Corporate / Client Acquisition (Rental & Leasing IT) from May 2015 to March-2022.

Computer Junction Pvt. Ltd. is an IT Rental / Leasing Company having presence in industries from 28 years and partner to Lenovo, Dell, HP, Samsung, Xerox, CISCO & Microsoft Service to Corporate Companies + Govt. Clients.

Roles and Responsibilities

- I was working as Sr. Regional Sales Manager (North) and was leading the for North and doing and managing the IT Rental business for the company from 2015.
- Headed the team of 8-10 people including sales managers/ sales executives and sales coordinators / ISE's and to train them to get fresh business and to retain existing + to get reference from them to generate new one.
- To acquire new corporate accounts for the company to increase the business volume and to retain the business.
- To meet CIO's / CTO's / IT Managers / IT Procurements Managers / CEO's / VP's /AVP's / Directors and to meet them and to give presentations.
- To visit & to meet the corporate clients for understanding their IT infra requirements properly and to make and design the appropriate solution for specifically to customer's need to give them proper solution for closing the deal.
- To prepare/ customize the proposal/ quotations depending upon client's specific requirements.
- Design solution for the customer's requirement with help of pre-sales/ technical team.
- Responsible for client retention by giving them good and satisfactory services related to order execution and material deliveries and after sale services on time accordingly to service SLA.
- Coordinate and to lead backened team internally to respond to service requests, inquiries and complaints by ensuring 100% satisfaction for the customers.
- Address complaints and ensures maximum goodwill for the organization from business partners & other business associates.
- Act in accordance to company's policies & procedures to process to have the win win situation for the company for the customers both.
- Ensure consistency & agreement between quotes submitted to customers and purchase orders received referencing specific proposals, prior to execution.
- Order Management -Initiate actions for proper order execution after receipt of client's purchase order in terms creating an internal sales order after completing the due diligence and necessary approvals as required by the work flow policies & procedures of the company.
- Track order completion status and advise Accounting regarding issuance of invoice for release of payments.
- Help keep the team focused and on track, lead by setting a good example (role model) - behavior consistent with words & Strive for team consensus and win-win agreements.
- Communicate team status, task accomplishment, and direction & keep the project manager informed of task accomplishment, issues and status.
- Coordinate meetings with the project head and functional management to discuss project impediments, needed resources or issues/delays in completing the task.
- Familiarize the team with the customer needs, specifications, design targets, the development process, design standards, techniques and tools to support task performance.
- To help the team in order closures.
- To encourage and develop teams to come up on next levels.

3). COMPUTER JUNCTION PVT. LTD.

Joined as an Asst. Manager Sales and promoted to Sales Manager - Corporate from September 2009 to May 2013

Roles and Responsibilities

- Cold calls and to hunt the business in market and to work with existing customers.
- To create awareness in market regarding our business model.
- To prepare and to design solutions with presales team as per need of clients and to quote and win the order.
- To prepare the proposal depending upon client specific requirements.
- To give IT rental solutions for Servers / Laptops / Desktops / printers / Storage and other assets to Corporate clients.
- Responsible for client retention by giving them good services after sales.
- Responsible for end to end order closure with customers.
- Coordinate internally to respond to service requests, handling inquiries/ escalations and complaints by ensuring 100% satisfaction for the customers.
- To handle our customers with full zeal and dedication and to serve them with confidence to ensure that they are in safe hands for IT Rentals.
- To handle escalations

SKILL SET

- Honest and Dedicated professional towards Clients Handling and Order management.
- Combination of Hunter and Farmer both.
- Multi Tasker: Ability to manage and prioritize multiple projects and assignments concurrently.
- To asses and to learn technical skills also as per industry demands
- I am loyal towards my Company and towards my Clients in servicing customers.

EDUCATIONAL QUALIFICATIONS & DIPLOMAS

- Complete 10TH from CBSE Board in 2003.
- Completed 12th from CBSE Board in 2005.
- Graduated from HNB University Sri Nagar, Garhwal in 2009.
- Completed Diploma in Aviation, Hospitality & Travel Management from Frankfinn Institute.

PERSONAL DETAILS

Date of Birth: 21st-June-1987

Marital Status: Married

Languages Known- Hindi & English

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Place:

Date:

(Ravi Kant Kashyap)