

Ramakrishna Kalmane

Bachelor of Engineering with 18 Years Work Experience in Institutional, Channel and Corporate Sales. Handled Sales of Products like consumer durables, Retailing Software, Healthcare Software and services, Document Management Software and Services ,Education vertical school Management software digital campus solutions and Digital Marketing Technology Platforms for SME

SALES PROFESSIONAL WITH EXPOSURE

Sales Planning ~ Business Development ~ Account Management ~ Alliance Management~ Business Analysis

Dear Recruiter.

Please find below details about me for your perusal and I will be glad to discuss opportunities matching my role aspirations existing in your organization.

Profile Highlight

A dynamic professional having 18+ years of rich experience in techno commercial sales role which include Product sales, software sales and services industry with technical sales, ERP sales in the category of Business to business including corporate customers and business to consumers across South India. Have good experience of Sales Planning, Business Development, Pre-sales Support, Sales Operations and Account Management. Having total of twenty years of work experience, which includes two and half years in quality side and precisely Fifteen years in IT Sales and business development.

- Domain expertise of Software Sales and Services across the Industry
- A keen planner with proven abilities in devising strategies to augment business, streamline program deliveries, support pre-sales activities, manage accounts for business excellence

Sales Planning

- Target market analysis & strategic planning for sales forecasting across the state.
- Account Planning and analysis for assessment of revenue potential in target accounts and potential business opportunities with sales teams.
- Market trend and Competition Analysis for sales intelligence & fine-tuning sales strategy

Business Development & Pre-Sales

- Complete ownership on proactive and reactive sales cycles leveraging virtual & multi-disciplinary teams.
- Bid Management for large complex outsourcing deals with end to end proposal ownership on solution design, presentations, commercials, contract negotiation, transition planning, value proposition creation & prospect engagement.
- Owning ROI modeling process and presentation & negotiation of these with the prospect.

Team Management

- Providing direction, motivation & training to the pursuit & delivery team for ensuring optimum performance.
 - Monitor and analyze the performance with team members and ensure achieving/ Assigning targets on regular basis
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Account Management

- Enhancing customer intimacy through strategic relationship management with Senior Management of Organization, brand building & positioning as supplier of choice.
- Account Mining and Solution / Concept based selling for achieving targeted sales.
- Focusing on customer satisfaction handling customer feedback & actions plans

Career Profile

BLUESOFT TECHNOLOGIES, Bangalore, India

Sep 2017- till date

Sales Head

Bluesoft is Bangalore based tech company in Healthcare and education vertical which developed Hospital Management software, Lab Information System and medical record management services.

Bluesoft having school management software with digital campus solution with all IT infrastructure Interactive white board, educational ecosystem which connect all the stakeholders like parent teacher student product with client server and SAAS models.

- Telecalling for lead generation to get new partner prospects
 - Prospect research intelligence and lead qualification
 - Giving demo, preparing proposal, contract/order closures and adding new partners
 - Account Management, Pipeline building and periodic risk management
 - Working closely with consultants, partners freelancers to ensure revenue generation and reaching target on quarterly basis

 - Multiple products handling and increased revenue line for partner by supporting the sales closure of products to end customers
 - Managing customer relations and support with training and field support
 - Managing sales of different products in the vertical like Hospital and Education.
 - Building sub dealers and Freelancers network
 - Identifying new growth opportunities for business and appointing Dealers for new area
 - Exploring the market and getting the multi location customer Hospitals, lab and diagnostics in the healthcare
 - Exploring the market season wise and getting the total IT as one stop vendor for campus solutions in hardware and software for schools in education sector starting from security audio and video solution and IWB smart boards
 - Situation handling with account management, up selling, renewal of agreement and supporting for payment collection
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ITDOSE INFO SYSTEMS PVT LTD, Bangalore, India

April 2015 – Sep 2017

Regional Sales Manager- Karnataka

ITDOSE is Noida based software company in healthcare vertical which developed ERP 'Hospedia' Hospital Information system and have more than one hundred hospital as clients in North India including multiple specialty hospitals and Diagnostics.

- Prospect research intelligence and lead qualification
- Sales and marketing activities like giving DEMO, preparing proposal, contract/order closures
- Account Management, Pipeline building and periodic risk management
- Market research intelligence, penetration and mapping
- Suggested new products that increased revenue line
- Managing customer relations and support
- Managing sales of different products
- Building Dealers, Franchisee and Freelancers network
- Identifying new growth opportunities for business and appointing Dealers for new area
- Managing sales channel for Karnataka
- Exploring the market and getting the good business for "Hospedia" HIS and "Innopath" LIS.

YOS Technologies Pvt. Ltd.

Bangalore, India

15th July 2009 – 31st March 2015

Senior Sales Manager

- Opportunity identification and lead generation
- Sale Of Record Management Software Services and Hospital Management And Information System, Electronic Medical Record software services to hospitals
- Pre-sales activities like sales calls, account qualification and presentation
- Sales and marketing activities like giving DEMO, preparing proposal and order closures.
- Signing the contracts like Service Agreements or SLA
- Account Management, Pipeline building and reporting of sales forecast
- IT Services management, Handling situations and payment realization
- Identifying new growth opportunities for business and for new locations
- Handled Dealers and Distributors Successfully
- Building relationship with consultants and dealers Managing sales channel and direct sales in the states of Karnataka.
- Major accounts signed and worked as account manager and done the relationship management: Global Group of Hospitals BGS-Kengeri, Gunasheela Hospitals, Ramakrishna Group of Hospitals, Rajshekar Hospital, Shekar Speciality Hospital, Church of South India Hospital, Laxmi Hospital, Pristine Hospital, Mangala Hospital-Hassan, Nanjappa Hospitals-Shivamogga.

PCS Technology Ltd

Bangalore, India

July 2008 – July 2009

Business Development Manager

- Opportunity identification and lead generation
 - Responding to RFT and RFP and Preparing proposals
 - Pre-sales activities like sales calls, account qualification and presentation
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- Increased Sales through Dealers and Distributors
- Sales and marketing activities like giving DEMO, preparing proposal and order closures.
- Account Management, Pipeline building and reporting of sales forecast
- Building relationship with consultants and dealers

Infolife Technologies Pvt. Ltd. Bangalore, India Nov 2005 – June 2008

Business Development Manager cum Channel Sales Manager

- Prospect research intelligence and lead qualification
- Pre-Qualify leads given by Channel Partners and Sales team
- Sales and marketing activities like giving DEMO, preparing proposal, contract/order closures
- Account Management, Pipeline building and periodic risk management
- Market research intelligence, penetration and mapping
- Providing required quotes on ad-hoc basis for services sector
- Implemented training course for new recruits
- Launched creative promotional campaigns
- Suggested new products that increased revenue line
- Managing customer relations and support
- Managing sales of different products
- Building Dealers, Franchisee and Freelancers network
- Identifying new growth opportunities for business and appointing Dealers for new area
- Managing sales channel for South India
- Exploring the market and getting the good business from Channel partners.
- Added clients like PES Medical College, Kuppam (HIS) and Vydehi Institution of Medical Sciences, Bangalore (DMS).
- Managed two executives team.

Foxglove Software Technologies Pvt. Ltd Bangalore, India Dec 2003 - Nov 2005

Territory Manager

- Sales and marketing of retail software
- Managed sales by leading a motivated sales team
- Generating leads for customized solutions through tele sales
- Providing required quotes on ad-hoc basis for services sector
- Managing customer relations and support
- Managing sales of different products
- Signing the contracts like NDA and MOU for Dealer and Franchisee
- Maintained good relationship with Dealers and Distributors to increase the sales.
- Building Channel partners network with associated business vendors.

Velnet Systems Pvt Ltd Bangalore, India March 2001 - Nov 2003

Business Development Executive

- Developing an effective sales team and sales channel
 - Increased revenue by 20% through dealers and distributors
 - Carrying out market survey
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- Developing effective sales targets for the team and pursuing the same for attainment
- Handling customer concerns and resolving same

Aditya Engineering Pvt Ltd Bangalore, India June 1998 - Feb 2001

Quality Engineer

- The Quality production of different components
- ISO documentation and process Implementation
- Testing the end product to keep the better quality, documentation of all procedural records and Systems as per ISO 9001 standards

Educational Summary

Degree	College& University	Year of Passing
B.E (Mechanical)	UVCE, Bangalore	1998

Personal Details

Father's Name : Narayana Kalmane
Address : No.1632,I floor, 6th A main, 4th A cross, Hampinagar, Vijayanagar
II stage, Bangalore -560040.
Date of Birth : November 09, 1973
Nationality : Indian
Hobbies : Reading, cricket, music, browsing and traveling
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Feel free to mail me or call for any queries.

Place: Bangalore

Thanks and Regards,

(Ramakrishna Kalmane)
