

N.Pradeep Kumar

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BUSINESS PROFILE

Enthusiastic, Self-driven and Result oriented Sales & Marketing professional, having work experience of 5 year and 9 months in global manufacturing industries. I aspire to join an organization where in my diligence and managerial expertise contributes to the growth of the organization.

ACADEMIC CREDENTIALS

B.(Tech) Mechanical Engg

2001-2005

Company **BAJAJ ALLIANZ LIFE INSURANCE PRIVATE LIMITED**

DesignationISR (Insurance Sales Representative)

DurationApril 2006 To September 2008

Responsibilities

- Market research and Client identification
- Conducting Insurance Plans demo as per client requirements
- Preparing techno commercial proposal
- Negotiation and winning the deals

WORK EXPERIENCE

Company**VIMUKTI TECHNOLOGIES PRIVATE LIMITED, HYDERABAD**

Designation Asst. Manager Business Development

Duration March 2014 To September 2014

Responsibilities

- Creating sales pipeline and managing the spectrum of clients in domains like Steel & Metals, Water treatment, Oil & Gas Industry etc.
- Responsible for billing interface and payment collections.Extensive Knowledge and Work Experience in Business Process Platforms, Business Process Management, Business Process Automations, Customer Relationship Management, Cloud Computing (SaaS), Service Oriented Architecture.

Company**SYSCON SOLUTIONS PRIVATE LIMITED, HYDERABAD**

Designation Asst. Manager - Business Development

Duration July 2010 To January 2014

Responsibilities

- Market research and generating extensive database
- Conducting System study and selling tailor madeSoftware as a Service (SAAS) based Enterprise Resource Planning(ERP) solutions
- Preparing techno commercial proposal
- Negotiation and winning the deals
- Conducting various marketing activities.
- Review of sales targets
- Responsible for billing interface and payment collections.
- Maintaining Internal Quality control documents and preparing sales and other reports for senior management.
- Responding to client queries, negotiate on issues relating to techno-commercial offer in order to ensure resolution of all concerns and closure of deals.

- Developing strategic channel partners globally.
- Market research, Account intelligence and Account mapping to identify potential customers from India & Middle East Country.
- Attending Industrial Exhibition's In different Parts of states in India

Company **FOCUS SOFTNET PRIVATE LIMITED, HYDERABAD**

Designation Sr. Software Consultant

Duration April 2015 To March 2017

Responsibilities

- Market research and generating extensive database
- Handled a team of Sales and Presales team
- Preparing techno commercial proposal
- Negotiation and winning the deals
- Conducting various marketing activities.
- Responsible for billing interface and payment collections.
- Maintaining Internal Quality control documents and preparing sales and other reports for senior management.
- Responding to client queries, negotiate on issues relating to techno-commercial offer in order to ensure resolution of all concerns and closure of deals.
- Developing strategic channel partners globally.

Company **Eazy Business Solutions, Bangalore**

Designation Business Development Manager

Duration April 2017 To Jan 2018

Responsibilities

- Handling the South region Branch at Bangalore
- Focused vertical Pharma , Engg, Trading & Retail (Manufacturing)
- Preparing techno commercial proposal
- Negotiation and winning the deals
- Conducting various marketing activities.

Company **ULTIMATE Solutions Technology LLC, Oman, Muscat**

Designation Software Consultant

Duration April 2018 To Nov 2020

Passport No S1075919

Work Visa No 115426386

Responsibilities

- 240,000 OMR per Annum Target achieving ratio 190,000 OMR per Annum.
- Scanning the Market ,identify the client requirement and his business and providing him the right solution.
- Meeting industrial association office providing the value proposition and benefits.
- Understanding the Market and tie up with the channel partners and reseller.
- Focused vertical Engg, Trading & Retail (Manufacturing)
- Preparing techno commercial proposal
- Handling the complete region in different business vertical
- Conducting various marketing activities.
- Responsible for billing interface and payment collections.
- Maintaining Internal Quality control documents and preparing sales and other reports

for senior management.

TRAINING ATTENDED

- Attended Workshop on IT Summit on Cloud Computing (Saas) by German Technical Cooperation (GTZ).
- Organized Seminar on Integrated IT Solution and its need for SME on behalf of Syscon in FAPCCI Federation of Andhra Pradesh Chambers of Commerce.
- Attended Workshop on IT Summit on Cloud Computing (Saas) by APITCO.

From March 2010 To May 2010

LIVE ASSIGNMENTS & ACHIEVEMENTS

- Received Appreciation Certificate for Outstanding Sales in August 2019 in Oman
- Received Appreciations from Syscon's CEO and clients for the work I had done.
- Promoted as Asst. Manager Business Development from Sales Executive by achieving the target.
- Trained on Live Assignment on ERP from Synchro Serve

PERSONAL DETAILS

- Address –Flat No 307, PriyaApts ,FB Nagar, Old Alwal Hyderabad-500010Telangana.
- Date of birth – 14thJuly 1983
- Martial Status – Single
- Languages Known – English , Hindi, Telugu & Tamil

DECLARATION

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

(N.Pradeep Kumar)