

RESUME

Position :- Regional Sales Manager – Corporate Sales		Sachin Singh Rohini Sector-5 New Delhi – 110085 Mobile: 9971583377 Email: - sachinsingh13@gmail.com
Function:	Sales & Marketing	Location: - Delhi / NCR
Experience: 18 years of experience in Corporate & Channel sales, in the IT/Telecom sector. Having experience in end-to-end selling and managing large accounts independently.		
Career Objective: - To work in an environment that will help in my professional growth, Moreover, where I can enhance my skills and potential to the optimum and exploit them for the individual as well as for the organization.		

Professional skills:

Account Mapping, Customer needs understanding, Persuasion & Negotiation skills, Relationship Management, Problem-solving, Strategic Focus, and Decision Making.

Key Account Management

- Developing relationships with key decision-makers in target organizations for business development.
- Interface with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.

Employment History

- ✓ **ClearTouch Connect Pvt Ltd - Regional Sales Manager - North (August 2023-Till Now)**

TCN is a trusted provider of call center software, powering thousands of businesses with customer communication while improving operational efficiency. Supporting billions of interactions each year, our software is powerful, flexible and scalable to meet the needs of any business.

Job Profile:

- New Customer Acquisition
- B2B SaaS/PaaS/CPaaS
- Onboarding Enterprise accounts
- Enterprise & Key Account Management,
- Regular follow-up with end users and arranging demonstrations with a key person.
- Customer Success & Customer Relationship Management
- SaaS & CPaaS products selling. Cloud Contact Center Solution, Dialer Management.
- Team Handling
- SMS Gateway, Cloud IVR, WhatsApp for Business, Virtual calling solutions, SMS, Voice Calling, Chatbot, IVR, WhatsApp for Business
- Adept at end-to-end client relationship management, leveraging strong analytical skills to address challenges, maximize revenue, and enhance customer experiences.

✓ **Manch Technologies Pvt. Ltd.- Regional Sales Manager - North (March 2022-July 2023)**

Manch is a high-impact external stakeholder engagement digital platform that is focused on, digitally connecting enterprises with all external stakeholders. Manch significantly accelerates customers' digital transformation journey by addressing any area that is still largely manual and paper-driven. Manch is a paperless, presence-less, collaborative, and secure platform; that is conceptualized to help digitize business processes across various industries.

Job Profile:

- Working as Regional Sales Manager-North India, dealing with Big Corporates and Partners for Software-based paper-less Digital Transformation Solutions (Video KYC, API, OCR Technology, e-Sign, KYC, etc.).
- Managing large accounts while generating more Sales Revenue through successful accounts.
- Regular follow-up with end users and arranging demonstrations with a key person.
- Dealing with the CEO, CIO, and CTO of Fortune 500 companies in India.
- Monitor customer expectations and needs, in order to upgrade existing products/variants and recommend the introduction of new products to ensure business viability

✓ **Auxo Technologies Pvt Ltd.-Business Head- North (Aug2018-Mar 2022)**

Auxo Technologies, one of the most premier and experienced AV/IT solution providers in the market, offers a wide range of solutions.

Job Profile:

- Handling a Team of Three Business Development Managers across India.
- New Account Acquisition, Key Account Management and Clients Servicing.
- Relationship Management with End Customers and OEM representatives.
- Managing Large Accounts while Generating More Sales Revenue through Successful Account Planning & Implementation, Regular Business Development Activities & Relationship Marketing Etc.
- Preparation and submission of essential documents such as proposals. Product comparisons and other marketing collaterals.

✓ **FatPipe Networks Ltd.-Regional Sales Manager North (July 2016-Aug 2018)**

The inventor and multiple patents holder of software-defined wide area networking (SD-WAN), reliability, security, and WAN Optimization products, specializes in providing solutions that transcend Wide Area Network (WAN) failures to maintain business continuity. FatPipe's Software-Defined WAN (SD-WAN), hybrid networking products provide solutions to these new network needs.

Job Profile:

- Developing the territory for the High-end product like WAN Link Load Balancers, andSD-WAN Optimization solutions.
- Developing & Enabling Authorized Channel Partners to promote FP Products & Solutions in North Region.
- Managing Large Accounts while Generating More Sales Revenue through Successful Account Planning & Implementation, Regular Business Development Activities & Relationship Marketing Etc.
- Leading the sales through Channel Partners through training them on our technology.
- Handling enterprise and Govt Customers and guiding the sales through the signed channel Partners
- Identifying / Exploring New / Existing Accounts to continue / improve strategicBusiness Relation in order to farming new opportunities to build revenue stream for the company.

✓ **Asergis Telecom Pvt.Ltd. – Team Lead Sales (Dec 2011-June 2016)**

Asergis Telecom was the market leader in providing **Audio/Video conferencing** to companies of all shapes and sizes, delivering a high-quality service with a wide variety of advanced features, founded in 2001, Asergis was a privately held organization that has offices in India, the United Kingdom and China.

Job Profile:

Working as Team Lead Sales:

- Handling a Team of 8 Business Development Managers across India.
- Dealing with the CEO, CIO, and CTO of Fortune 500 companies in India.
- New Account Acquisition, Key Account Management, and Clients Servicing.
- Identifying / Exploring New / Existing Accounts to continue/improve strategic Business Relations in order to farming new opportunities to build a revenue stream for the company
- Building an active pipeline of Domestic/ International companies for selling of Audio-Conferencing Services.
- Preparation and submission of essential documents such as proposals. Product comparisons and other marketing collaterals.

✓ **Tulip IT Services Limited --Corporate Sales (Sep2005-Nov 2011)**

Tulip IT Services Ltd was into the Business for IP VPN through RF Technology, it was one of the leading Telecom Network Integrator in India since 1992.

Job Profile:

Worked as Business Development Manager (Enterprise & Channels Sales)

- Build active pipeline of domestic companies for proactive selling of Connectivity Solutions (like Internet bandwidth, VPN, MPLS Links, Hosting Services etc.)
- Identify key decision makers, prepare and propose business cases, highlighting benefits of rendering Tulip IT Services (like ILL, Connectivity Solution offering etc.)
- Managing difficult customers competently while ensuring no customer churns.
- New Account Acquisition, Key Account Management and Clients Servicing.

Personality Traits:

- Ability to work effectively with people having different orientations.
- I proffer my help, willingly, take on responsibilities and, discharge them well when people are facing crisis situations.
- Get to essence of the situation quickly, and, lend clear direction to the group.
- Open to the feedback of others, and reflect, and act on their feedback.
- I find myself able to persuade those feeling low in morale and give them a new direction to achieve success.

Academics:

Bachelors in B. Com(Commerce), Kanpur University,2005

Personal Information: -

Father's Name: Shri Vinod Kumar
Date of Birth: 15/07/1983
Marital Status: Married
Hobbies: Listening to Music & Traveling
Place: Delhi (Rohini)

Date: _____

Sachin Singh