

DINESH KUMAR

Sr. Manager - Sales - ASHWATH INFRATECH PVT. LTD

Pitampura, Delhi, Delhi

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To be a part of an organization where process of learning never ends and my imagination takes wing to unexpected heights. A place where initiative, hard work and learning through constructive criticism is always promoted.

Willing to relocate: Anywhere

Work Experience

Manager - Sales

ASHWATH INFRATECH PVT. LTD-New Delhi, Delhi

June 2018 to Present

Ashwath Infratech Pvt. Ltd is a part of Ashwath Group of Companies. Ashwath Infratech Pvt. Ltd. is a water and environment management company with a vision to save natural resources. Ashwath Infratech is professionally managed company backed by a strong team having collective experience of more than 60 years.

- > Ashwath Infratech Pvt. Ltd. provide water management and a rainwater harvesting solutions based on the Crosswave technology imported from Sekisui, Japan, a 12 Billion dollar company to our clients. Ashwath Infratech Pvt. Ltd have executed more than 100 projects across India. Ashwath Infratech Pvt. Ltd are also certified by the Ministry of Water Resources, Government of India for our rain water harvesting works.
- > Responsibility for the sales process from initial point of contact (lead generation) presentations, proposals, through contact negotiations and execution.
- > Customer Relationship Management of efficient servicing & providing information, update to Clients and addressing all escalations on time and taking them to logical end.
- > Drive executions wherever Payment linked with executions.
- > Providing service support to clients & resolving their issues/concerns.
- > Preparing and maintaining periodic MIS for giving feed back to the management.

Sr. Manager Sales

ASHWATH INFRATECH PRIVATE LIMITED-New Delhi, Delhi

June 2018 to Present

After contributing to the growth and success of four different organizations in the past 12 years, I am seeking new challenges with a company in need of someone with exceptional planning, leadership, and management abilities. Taking command of an operation or project, then guiding it to new performance levels, is my greatest strength.

As evidenced in the enclosed resume my experience encompasses project management, strategic planning, resource utilization, and revenue growth, maintaining client relationships, repetition of orders and release of pending and stuck payments. My ability to analyse needs and create unique solutions designed to yield a profitable outcome has proven to be one of my greatest assets. Credited with significantly impacting bottom-line profitability wherever I have worked, I excel at streamlining less-than-efficient procedures to boost productivity and sales.

I know that my proven leadership skills, strong commitment to high ethical and professional standards, and flexibility in devising proactive responses to changing socio economic conditions would allow me to make a significant contribution to the Ashwath Infratech Pvt. Ltd., Eforce Tech Solutions, GIS Consortium India Pvt. Ltd., LANDMARK Infonet Pvt. Ltd., and Uneecops Technologies Ltd. team.

Regional Manager

EFORCE TECH SOLUTIONS-New Delhi, Delhi

October 2017 to June 2018

Eforce Tech Solution is Partner for Ricoh, Xerox and Blue Air products and they have products on GeM (Government Portal)

- Eforce Tech Solution is best placed and caters to Paramilitary forces in all over India through Head Quarters.
- Responsibility for the sales process from initial point of contact (lead generation) presentations, proposals, through contact negotiations and execution.
- Co-ordination with offices spread across India for providing all necessary support.
- Created sales collaterals, case studies & capability documents
- Customer Relationship Management of efficient servicing & providing information, update to Clients and addressing all escalations on time and taking them to logical end.
- Providing service support to clients & resolving their issues/concerns.
- Preparing the Approval Notes for seeking the required approval for various activities.
- Drive installations wherever Payment linked with installations.
- Preparing and maintaining periodic MIS for giving feed back to the management.

Manager - Sales & Liasion

GIS CONSORTIUM INDIA PVT. LTD-Noida, Uttar Pradesh

February 2015 to September 2017

GIS Consortium India Pvt. Ltd is a company which has best position in market place for Geographic Information System Services.

- Executing the product strategy, market research, sales & marketing consulting, solutions development, presales, bids & proposals activities.
- Opportunity / Lead tracking from various tender information agencies, newspaper, websites of Govt., etc. and interaction with client on requirement.
- Evaluating & Preparing complete proposal with coordinating with all Internal/ External departments for ensure Submission of the proposals in a timely manner as per client requirements, techno-commercial clarification Receipts & submittals, Attending client meetings as required, Contractual clarifications in the pre & post order stage.
- Assisted in the preparation of bids for E-Governance, NLRMP, RAPDRP, etc. for the various clients.
- Effectively submitted many bids online and well within time
- Liasioning with other business divisions in company with allied products to give complete solutions to customer.
- Preparing various Management reports / weekly calendar etc.
- Preparing proposals for major Govt. clients like Ministry of UD, Ministry of Railways, RAPDRP, Municipal Corporations, MP UADD, MP NLRMP, Bihar NLRMP, Development Authorities, RHB and various State Governments etc.
- Created sales collaterals, case studies & capability documents
- Co-ordination with offices spread across India for providing all necessary support.
- Preparation of Standard templates for proposals, maintaining a database for client references, order lists etc.
- Preparing the Approval Notes for seeking the required approval for various activities.

Sr. Sales Manager

LANDMARK INFONET PVT. LTD-Gurgaon, Haryana

December 2011 to January 2015

LandMark Infonet Pvt. Ltd is a part of Landmark Group of Companies. Landmark group of companies have four verticals: Real Estate Sector, IT Sector, Dairy Products and Media Sector.

- LandMark Infonet Pvt. Ltd. is Partner for HP, DELL, Cisco, Fujitsu and DGS&D Rate Contract Holder for LEXMARK Printers and LEXMARK Digital Multi functional Devices

- Landmark Infonet Pvt. Ltd. is best placed and caters to Dealer Market in all over India.
- Responsibility for the sales process from initial point of contact (lead generation) presentations, proposals, through contact negotiations and execution.
- Customer Relationship Management of efficient servicing & providing information, update to Clients and addressing all escalations on time and taking them to logical end.
- Drive installations wherever Payment linked with installations.
- Providing service support to clients & resolving their issues/concerns.
- Preparing and maintaining periodic MIS for giving feed back to the management.

Education

MBA

Sikkim Manipal University

M.Sc. in Information Technology

Rajasthan University - Jaipur, Rajasthan

B.Sc. in Collage

D.A.V. School - Ganganagar, Rajasthan

Skills / IT Skills

- Government Sales and Business Development
- Sales
- Sales management
- Business development
- Customer relationship management
- Pre-sales
- Negotiation
- Marketing
- Customer service
- Presentation skills
- Relationship management
- Leadership
- Project management
- Microsoft Office
- Microsoft Excel
- Research
- IT
- GIS

Additional Information

Manager - Major Accounts

- UNEECOPS Technologies Ltd. is Partner for Canon and Riso and DGS&D Rate Contract Holder for New Vission Interactive Products, NEC Projector, Wipro Computers.
- UNEECOPS Technologies Ltd is best placed and caters to Dealer Market in all over India.
- Responsibility for the sales process from initial point of contact (lead generation) presentations, proposals, through contact negotiations and execution.
- Customer Relationship Management of efficient servicing & providing information, update to Clients and addressing all escalations on time and taking them to logical end.
- Drive installations wherever Payment linked with installations.
- Providing service support to clients & resolving their issues/concerns.
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