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**To work in a globally competitive environment with challenging assignments and with rapid professional growth.**

**Executive Summary**

* Have More than 10+ years of experience inBanking and financial Sales.
* Involved in gathering client requirements on existing software and successfully co-ordinated with software development team in order to achieve their requirement.
* Involved in resolving End user doubts on Fincle software (Developed by INFOSYS)
* Good Analytical Skills
* Interacts with people and understand various facts that helps in the overall development and growth
* Details & result oriented
* Ability to work in pressurized environments
* Strong project management skills, tries to make optimal utilisation of time & resources
* A creative and enthusiastic person with extensive sales experience.
* Outgoing with strong and effective organizational and communication skills. Good team player and able to use own initiative to achieve company objectives.
* Visionary & capability to think-out-of-the-box.

## PROFICIENCY MATRIX

* **SalesManagement**
* Tracking sales representatives for achieving monthly targets.
* Implementing sales plans within pre-set budgets and deadlines..
* Team mentoring, monitoring and development.
* **Relationship / Account Management**
* Serving as Single Point of Contact / interface for supporting Client.
* Providing pre-sales support to the sales team and giving product demonstration and presentations.
* Understanding and coordinating client’s needs /customization software-related issue of clients to provide solutions in adherence to delivery schedules.

**IT Skills**

**Database**: SQL Server 2008/2005and Ms Access

**Languages/Tools**: Visio, VSS, Crystal Report

**Career Progression**

**Major Projects:**

* Successful Implementation of BRNet in Habitat Foundation for housing development programme
* Successful Implementation of BRNet in Ujjivan Microfinance Bangalore India.
* Successful Implementation of BRNet in Sahayata Microfinance Udaipur India.
* Implementation of BR Net for Equitas Micro banking
* Implementation of FINACLE banking software in commercial banks.
* Projects done for District Cooperative bank and implemented the Automated banking Software
* More than 150 installation of Automated banking solutions for service Cooperative banks
* Implementation of payroll management system and inventory management and Accounting system.

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| **Craft Silicon India -** May 2008 to Present“BANKERS REALM” (BRNet) is a Core Banking product helps the Banks to maintain all transactions of Head Office and all its Branch Offices. This product maintain the following details such as Client details, Account details of Particular Client, Loans, Group Loans, Fixed Deposit, Bill Discounting, Money Market etc. It is three-tier application comprises Presentation layer, Business layer, Data Access layer where Web Services acting as interface between two tiers. Implementation of Ajax methodology in the project reduces the flickering of the Web pages in the project. There is a resource file kept to support multilingual languages. In this Project, I developed the Microfinance concepts.*Roles handled:** **Team lead (Software Sales):**
* To understand the queries from the clients and provide relevant solutions and work around, wherever required.
* Successful & on-time implementation of the product for SaaS and other standard users
* Providing in house, client side and WebEx based training, both Administrative level as well as end user level, to all clients
* Data formatting and documentation of the application
* Involved in continuous work for improving the user manual and other product manuals
* **Sales Executive:**
* Implementation of BR Net product in both SaaS and Non SaaS environments.
* Involved in various stages of implementation, from performing GAP Analysis to finalizing the Functional Specification Document and from Data Migration to End user training and then the provision for early life support
* Conduct Webinars on the application and explain about its architecture and usage of various modules.
* Conduct one on one paid implementation and explain the basic as well advanced level of usage of the application.
* Provided know how in setting up in the Incident management system at Craft Silicon
* Responsible for successful Data migration from clients’ legacy systems into Craft Silicon’s BR.Net and provides technical help on database management for the clients. Supported client side teams on data extraction and conversion using SQL based tools.
* As a part of BR.Net implementation at client side, utilized programming skills to customize workflows as per client’s requirements.
* Worked closely with in-house development team on development & testing of various new functionalities.

**SasthaInfoTechPvt Ltd** -August 2006 to March 2008*The Roles handled:** **SalesExecutive:**
* Application support to enterprises using the software called ‘Finacle’
* Data migration and support on databases (both MS SQL Server & Oracle based)
* Testing the application as per the requirements of the clients
* Provide the end user training at various levels.

**Zenith InfoTech Ltd** - February 2005 to July 2006 *The Roles handled:** **Sales Executive:**
* Implementation of branch banking package in north Malabar Gramin bank and other branches.
* End user training on the product and providing the know how information.
* Implementation in more than 20 branches and taking Sign off after the UAT

**Perfect Software Solutions**  - October 2001 to February 2005*The Roles handled:** **Software Sales Executive:**
* Software support and handling customer’s issues with the product
* Manage a team of support engineers to ensure that the client’s queries are addressed
* Document preparation on the product and working on User manual
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**Academic Credentials& Professional Trainings**

* 3 year polytechnic diploma in computer science and engineering.
* Certificate course in Visual basic from ET&T, Tellichery
* Certificate courses completed on Testing Software’s like Load Runner, Win Runner and Test Director from STC.
* Training & Proficiency in using Software’s like open STA, Rational Robot, Silk Test, QTPfrom STC.
* Certificate course on RDBMS (SQL Server)
* Training in Time management from Craft Silicon T&D centre.

**Personal Dossier**

**Date Of Birth :** 21st February 1980

**Sex:** Male

**Nationality:** Indian

**Marital Status:** Married

**Linguistic Abilities:** English, Hindi, Malayalam, Kannada