**AIYAZ**

[**AIYAZ.339369@2freemail.com**](mailto:AIYAZ.339369@2freemail.com)

**SALES MANAGER**

**KEY SKILLS**

* Management of the Sales Cycle
* Customer Prospecting & Cold Calling
* Certified in Sandler’s Submarine Sales Process
* Strategic Sales & Account Management
* Inside Sales/Business Development
* Partner Collaboration and Management
* Consultative Selling
* Networking & Relationship Development
* Deliver Product Demos
* Vendor Management

**WORK EXPERIENCE**

**Employer: Yash Technologies**

Duration: August 2014 till date

Job Title: Assistant Manager –Sales

Product/Service: IT Services

Market: India and Middle East

Work Summary:

* Revenue target of USD 500,000. Built a pipeline of USD 2,000,000 till date. Currently working on proposals worth USD 1,000,000
* Building pipeline by cold calling customers and leveraging relationships with Oracle and Oracle Partners
* Helped in getting Yash Technologies registered as an Oracle Platinum Partner in the MEA region
* Setting up Partner Collaboration/Teaming Agreements with Partners in Middle East in order to gain entry into this market.
* Using LinkedIn as a tool to connect with 100’s of IT Executives in Middle East and APAC and leveraging this to initiate talks.
* Hunting for IT Services Projects and Staff Augmentation opportunities within but not limited to Oracle Technologies.
* Conducting demo sessions of our niche tools for both Oracle teams as well as Customers.
* Traveled to Dubai to meet Customers and Oracle teams and represented the company for the first time in Middle East. Opportunities worth USD 700,000 in the pipeline as a result of this travel.

**Employer: HCL Technologies Limited**

Duration: May 2013 to August 2014

Job Title: Deputy Manager – Inside Sales

Product/Service: IT Services within the Life Sciences and Healthcare Industry

Market: North America

Work Summary: - Revenue target of $ 2 Million, 80 Sales Meetings and 10 RFQ’s per year

* Pipeline target of $ 50 Million
* Understand and draft go-to-market strategies for the Healthcare Market
* Setting up meetings with C Level, VP Level and Director Level executives for the Field sales team through Cold Calling, Internal/External Networking, Marketing activities like webinars, seminars, events, etc and by using list sources like RainKing, iProfile, DiscoverOrg, etc.
* Using crush reports to understand the company’s ecosystem and tap into various stakeholders
* Setting up onsite demos/POC’s for customers
* Hunter, searching for RFQ opportunities
* Invite potential customers to our booths at various events and summits

**Employer: Oracle India Private Limited**

Duration: August 2011 to February 2013

Job Title: Account Manager - Sales

Product/Service: Oracle Linux & Oracle VM Support (OLOVM)

Market: APAC

Work Summary: - 400k territory quota

* Achieved 98% of my annual quota by the end of Q2
* Achieved minimum 150% year-on-year revenue growth in the territory
* Responsible to manage the complete sales lifecycle
  + Generate 5x pipeline from cold calling, via the channels team, through internal/external networking, from business development & marketing team, webinars, seminars, etc and pipe them in Siebel CRM/Fusion CRM
  + Filter leads to opportunities
  + Map customer teams – finance, procurement, legal, IT, operations, sales, etc
  + Understand customer pains and challenges and present a suitable solution by leveraging sales consultants and field sales team
  + Draft services agreements via OKS
  + Services agreement negotiation with customer attorneys
  + Coordinate with customer’s procurement team to get PO and signed services agreement
  + Get the deal booked with internal booking teams
  + Post sales follow up with customer – health check
  + Identify up-sell opportunities with existing customers
  + Generate customer testimonials – includes customer videos; speakers during events such as Oracle Open World, etc

**Employer: High Beam Global**

Duration: February 2010 to August 2011

Job Title: Manager – Market Research

Product/Service: Market Research & Consulting Services

Market: APAC, EMEA and North America

Work Summary: - Business Development – Identify and bid for new market research outsourcing projects from domestic and international clients

* Proposal drafting & bidding
* Client engagement – responsible for managing all top accounts of the company
* Operations management – had a team of 50 market research executives conducting qualitative and quantitative research
* Vendor management
* Revenue target of $2,000 per resource per month for market research services

**Employer: Octan Media Ltd.**

Duration: April 2009 to October 2009

Job Title: Assistant Manager – Market Intelligence

Product/Service: Printing Services

Market: India

Work Summary: - Worked for HP’s Black Cat Research Team (BCRT)

* Responsible to profile medium & large organizations, identify senior management officials responsible for evaluation of printing related services & products and understand their interest in the HP-DPN (Digital Printing Network) concept which was an initiative started by HP to get all their vendors under one common roof
* Recruit medium & large scale organizations for printing related jobs

**Employer: Evalueserve**

Duration: February 2005 to April 2009

Job Title: Assistant Manager – Market Research

Product/Service: Market Research & Consulting Services

Market: APAC, EMEA and North America

Work Summary: - Drafting proposals

* Training teams on market research projects
* Handling multiple projects
* Managing vendors & partners
* Client communication
* Prepare final deliverables on SPSS
* Update MIS reports
* Prepare invoices
* Make individual feedback for the team
* Staffing plan

**Employer: Wipro Spectramind**

Duration: March 2004 to February 2005

Job Title: Customer Care Executive

Product/Service: Retention Process

Work Summary: Inbound call center executive – customer retention for AOL Saves

**EDUCATION**

MBA in Marketing & Sales (2011) from Annamalai University

B.Com (2003) from Adarsha College (affiliated to Bangalore University)

High school (1998) from St. Joseph Boys High School (Bangalore)

**ACHIEVEMENTS**

Consecutive Best Performer awards at Evalueserve

Part of the Best Team for three consecutive years at Evalueserve

**EXTRACULLICULAR** **ACTIVITIES**

Nominated as the Head of Cultural Activities at Yash

Captain of the Football and Cricket team at Yash Technologies

Part of the corporate cricket team at Oracle

Part of the corporate football team at Evalueserve

Captain of the school hockey team

**SOCIAL ACTIVITIES**

Regular Donor of Blood

Been a volunteer of blood donation camp at Oracle