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**SAKESH**

BUSINESS DEVELOPMENT MANAGER – PROPOSAL SPECIALIST

E – Mail : sakesh.339374@2freemail.com

objective

A customer oriented Business Development professional with a proven aptitude for learning and demonstrating new products. Exceptional written and verbal communication skills in a professional demeanor.

EXPERIENCE

#### **business development manager •**

#### **ge industrial solutions •**

#### **apr 2015 – till date**

Managing set of key accounts contributing 6 Mn USD sales, along with exploring new potential consumers of GE Industrial Solutions products and solutions. Handling BD of MCBs, MCCBs, Embedded Solution Products, DC Power Systems and Convertors, Busways, Valves and Switchgears. Develop and drive strategic plans with channels to accomplish beneficial business. Driven team in Study of inquiries, Collection of inputs from teams, Techno-commercial discussions, Preparation and Submission of Proposals & Technical Application Notes.

#### **account manager • tti Inc •**

#### **sep 2011 – mar 2015**

Develop and maintain strong, productive business relationships with customers, suppliers and representatives to increase distribution sales and profitability. Promoting sales of various Electronic and Electro-mechanical components, like Relays, Sensors, Actuators and Switches, to India region customers contributing sales of 5 Mn USD.

#### **key account manager • arrow electronics •**

#### **aug 2009 – aug 2011**

Ensuring profitable sales growth, by promoting LEDs, Lenses and Lighting solutions across lighting industries with the many sales strategies. Calculations of estimates and proposals for indoor lighting requirements based on the area, lux and lamps being used. Understanding of lamps, fixtures & calculation methods.

#### **key account manager • avnet inc •**

#### **june 2005 – july 2009**

Conducting sales calls, scheduling promotional work and tracking sales activities, developing new prospective clients around assigned geographical area, looking for continuous future business. Market researches were done to find unmapped segments.

**skills**

* Well accustomed to Business Development, Sales Concepts and Product Marketing.
* Well-versed in handling end-to-end Proposals / Tenders by preparing proposals, tenders, bids, costing and contracts.
* Competent in periodic Report Generations, Presentations, and Documentations using MS Office suite.
* Well exposed to market research, field investigations and willing to travel extensively to any locations to grab the business.

education

#### **post graduate diploma in business administration**

#### **(marketing)**

#### April 2012

#### SYMBIOSIS CENTER OF DISTANCE EDUCATION

#### **BACHELOR OF ENGINEERING (ELECTRONICS AND COMMUNICATION)**

#### April 2004

#### BHARATHIAR UNIVERSITY, COIMBATORE

pfoficient abilities

* Close to Twelve years of profound experience in Business Development of Electronics, Electrical & Instrumentation Products.
* Ability to study Tenders and Enquiries and prepare overall project Estimation and Costing, by discussions and coordination with internal teams.
* Experience in handling global customers like Cisco, Ericson, Honeywell, Reliance and TCS for the Telecom, Industrial and Oil & Gas Projects.
* Excellent understanding in client requirements and converting into estimates, proposals & quotes, with limited time frame.
* Acquired exceptional skills in Account Management, Leadership and Resource Management, by handling business of global customers across segments.
* Very proficient in Customer Relation Management and Techno-Commercial Negotiation.
* Proven ability to understand and follow complex requirements to successful conclusions.
* Go getter, Ready to learn and sell any product across the world, ending up in healthy business for both seller & buyer.
* Understanding of Growing Industries, Upcoming potential Requirements, Customer end products and Business models to suggest the suitable solutions.
* Competent in working closely with Marketing, Sourcing, Order Management, Customer Support, Manufacturing, and Distribution partners.

PERSONAL DETAILS

Nationality: Indian

Age: 34 Years

Date of Birth: 26-Jan-1983

Gender: Male

Marital Status: Married

additional exposure

* Understanding of Vendor developments, Sourcing Activities & Procurement / Purchase procedures.
* Knowledge and practice on evaluating RFP, Tenders and submission of estimates considering operating costs.
* Organized Product Training sessions, Events and Exhibitions to promote new launches.
* Expertise in ERP Customization and specialized in SAP SD Module for customization and configurations.
* Quick learner and have adaptive capabilities according to organization needs.