

**ANTONY**

**ANTONY.339577@2freemail.com**

**Senior Management Position**

A result-oriented professional in pursuit of challenging & rewarding opportunities in **I.T Sales/Marketing** with an organisation of repute

**Location Preference: Bangalore**

**Industry Preference: I.T. Hardware / Software Sales**

**PROFILE SUMMARY**

* 15 years of experience in IT Sales in:

 **Account Development Acquisition Target Marketing**

 **Sales presentation Customer Relationship Management Penetration**

* Deep Understanding of IT Industry
* Expertise in analysing various solution & facilitating management effective decision making
* Extensive experience in different IT products and solution
* Skilled in gathering client’s requirement and suggesting improvements to protect their investments
* A go-getter with strong communication, coordination, analytical & networking skills
* Exposure of working in UAE and India

**ORGANISATIONAL EXPERIENCE**

**Nov 2005 – Nov 2015** with Key **Information Technology LLC Abu Dhabi as Corporate Account Manager**

**Jan2000 – Oct’2005** with **Uniware Systems Pvt Ltd Chennai as Marketing Manager**

## **Mar’97 – Dec’99** wit **Delstar Pvt Ltd Chennai as Senior Marketing Executive**

**May’94 – Aug’96** with **Venture Infotech , Chennai** as **Office Assistant**

**Key Function Areas:**

* Providing consultive **Dell solutions** for Client products / Enterprise solutions/ VDI for Governments and Corporate Customer. Particitpating in Tenders and providing proof of concept
* **Microsoft** large licensing solutions
* **Symantec** back up / Antivirus / gateway solutions
* **Cisco**  switches / routers /IP telephony / Smartnet solutions
* **Networking products** - Dell networking / all local international brands
* **Printing solutions -** Xerox print management /printing solution
* **Facility Management** for large networks

**Client Relationship Management**

* Managed customer and ensured satisfaction by achieving delivery & service in time
* Meeting customer along Pre sales for understanding their requirements & suggested the best solution ; Cultivated relations with them for customer retention & secured repeat business

**Highlights:**

* Executed blanket order for 2000 computers in **Emirates Transport (Dubai Government)**for last 5 years’ worth of **AED 6 million order**
* Executed full scale office infrastructure setup for **AMEC foster wheeler** network of 25 servers / storage / 60 workstations / 500 computers and laptops / 200 user cisco IP telephone / printing solution / Networking worth of **AED 4 million order**
* Supplied an installation of 30 servers for  **Docomo (HILTON Dubai )** worth of **AED 1 million order**
* Supplied an installation of servers and storage solution for **Jennan Investments (Abu Dhabi)** **AED 1 million order**
* Supplied / installled 25 servers **TEOCO (Aircom) AED 1 million worth order**
* Supplied / installed 25 servers **Westzone super market** **AED 500,000 worth of order**
* Supplied / installed Cisco solution for **Sibca Electronics AED 550,000 worth of order**
* Supplied / installed Cisco solution for **Enerflex**  **AED 550,000 worth of order**

And many more

**ACADEMIC DETAILS**

* B.B.A in Business Administration from Madras University, Chennai
* ITI (Electronic Mechanic)
* Act Apprenticeship from Bharat Heavy Electrical Limited, Trichy

**IT SKILLS**

* Proficient in:
* MS Office (Excel, PowerPoint, Outlook, Word, & Outlook)
* Adobe Photoshop & Acrobat

**CERTIFICATIONS**

* Dell PowerVault Storage Sales
* Dell Support Services training
* Compliance Expectations For Dell Channel Partners
* Security Competency Overview v2 0214
* Introduction and Sales Overview v2 0813
* Dell Precision Workstation Sales Training v3 1113
* Compliance Expectations For Dell Channel Partners
* Dell Precision Workstation Technical Training v3 0414
* Dell Data Center and Campus Networking v2 0114
* KACE Sales Training v2 0313
* Dell SonicWALL Technical v3 1213

**PERSONAL DETAILS**

Date of Birth: 27th April 1971

Languages Known: English (Full professional), Tamil (Native or bilingual), Hindi (Full professional)