**Sai**

[**SAI.362765@2freemail.com**](mailto:SAI.362765@2freemail.com)

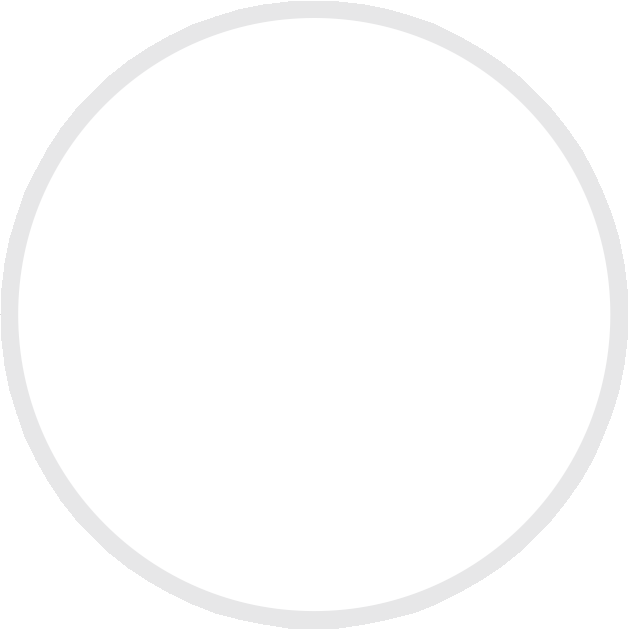
**GLOBAL CUSTOMERACQUISITIONS &SALESOPERATIONS MANAGER**

Tofurthermyprofessionalcareerwithanexecutivelevelmanagementpositioninaworld classcompany. Seektodiversify myskillsinanotherindustryandaspartofa largerorganization.Ideally,IwishtohaveafocusinmarketingforagrowingorganizationpreferablydealinginTourism, RealEstateand/orBusinessacquisitions.

**WORKEXPERIENCE**

**TECHNICALSKILLS**

**LUCEPTECHNOLOGIESPVTLTD**



*GLOBALCUST ACQUISTIONS&SALESOPERATIONSMANAGER*(Apr2016 toPresent)*11Months*

•Acquired1000+ companiesinspanof6monthsacceleratingtheirsalesgrowth.

•Analyzeandimprovemarketing,salesandoperationalperformance. HandlingTeam ofTele-marketers.

•TrainingNewJoiners. HeadingEvents, Conferences&PromotingwithLikelyInvestors.

•Developproducts,marketsandrelationships,meetinggoals &abilitytofollowthrough.

**DishaResorts-Tours&Expeditions**

*BusinessDevelopmentManager*(Sep2015 toMar2016) 6*Months*

•Assistingclientsinmakingtravelarrangementforbothbusinessandholidaypurposes.

•Providequotestofindthe bestvalue optionsavailableand makebookingsfortransport,accommodation, sightseeingactivitiesandothertravelrelatedactivitiesaclient mayneed.

•Customer&BusinessAcquisition.CorporaterelationshipManagement.

•AccomplishedBrandmarketingaslocalhubspotforweekendsthroughDigital, Ads&Print Media.

**Hewlett-PackardEnterprise (HP)**

*Team Lead&Senior TechnicalEngineer (*Jun2010 toAug2015) 5*Years&2Months*

•Leadateamof20technicalengineers onhighendHPthin clients.

•Providingtrainingtothe newhires&nurturethemfortillgolivefor3months.

•Resolvecustomer escalations&Visitingnew installationonsite.

**Hewlett-PackardGlobalsoftIndia Ltd(HP)**

*CustomerRelationshipManagementSpecialist*(Oct2006 toMay2010) 3*Years&7Months*

•ManagingCustomerescalationonthe Desktop&Laptops.

•Up-selling&revenuegeneration.

•Headedemployeeengagementcommittee,Awardee ofnumerousService recognition.

**VanguardInfosolutions**

*CustomerSupport Executive(*Jan2004 toJun2006) 2*Years&5Months*

•Tele-caller -OutboundSales.

•Outboundmarketing&selling UKmobileproducts.

•Wasalso anIndependent AdviseronswitchingGas&electricityinUK.

**EDUCATION Dr.C.V.RamanUniversity**

*BachelorsofCommerce*

**Udemy**

*LeanSixSigma WhiteBelt*

**LinkedIn**

*AgileProjectManager*(2016-2017)

**FEATUREDPROJECTS**

**CustomerEngagement(HP)VOWSurveys**

-Proactivelyfollowupleadsgeneratedfromcanvassingbythe accountmanagers.Maintain-superior relationships withallbusinessclients.



Meet PeopleSocializingFamily Travelling Holidays WebSurfing

CustomerRelations

Advertising

SocialMedia MarketingStrategyDevelopment EmailMarketing

Sales CallsBusinessPlans LeadGeneration Sales ManagementMarket Research Data Analysis

**PERSONALSKILLS**

Devoted

GoalOriented Innovative Initiator Adaptable

**LANGUAGES**

**English(UK)**

*Professional WorkingProficiency*

**Hindi**



*Professional WorkingProficiency*

**Tamil(Indian)**



*NativeorBilingualProficiency*

**PERSONAL**

**Nationality**



*India*

**DateofBirth**

*1982/04/13*

**MaritalStatus**

*Engaged*

**Driving License**

*Yes*

**VOLUNTEER**

-Organized HealthCamps.

-BloodDonor (Regular).

-Step involunteerforanysocialWelfare.