**bipin**

Email: bipin.390133@2freemail.com

**Objective:**

To secure a challenging position where I can effectively use my skills as a business professional to contribute to the organizations growth and objectives.

SUMMARY OF OVERALL EXPERIENCE:

* Bipin is currently working as a Territory Sales Manager**-SMB North 1 (National Channel Sales Team)** withe-SCAN Antivirus**- Micro world Software Services Pvt. Ltd**, having its operations in 190 countries.
* He has 10+ years of experiencewith exposure of higher management level in CoreSales/Marketing/Procurement of IT Hardware,Software,Networking &Power conditioning products of premium Multi-brandslike DELL, HP, LENOVO,IBM, D-LINK,Cisco,HP Aruba,Emerson,Apc, Microsoft lic,& Other system integrations packages like servers, storage and addons etc.
* Strong quantitative and analytical background coupled with a meticulous, hands-on, customer-focused and people-centric approach.
* Conducted successful Products presentationor solution positioning to multiple giant customers for channel partner'sanddirectwhile severing on system integration platform.
* Having exposure of Government,Channel and corporate customers.

**Educational Qualification:**

* MBA in Marketing from SOBHIT UNIVERSITY-U.P.
* Bachelor in Commerce(H)-S.K University (Year 2002-2005)

**OTHER CERTIFICATIONS:**

* 12 Months Diploma in Desktop Publishing From Mother Teresa Education Trust

**Work Experience:**

**Current job EXPERIENCE:**

* **Currently working as a Territory Manager-SMB North 1(National Channel Sales Team) at e-SCAN Antivirus also known asMicroworld Software Services Pvt. Ltd.**
* **Company Introduction:** Manufacturer of Antivirus products for retail, SMB & Enterprises Customers.**Job duration: July 2017-Till June 2018.**
* Look after complete range of company products/Anti Virus Licenses, Target markets and underwriting priorities.
* To build strong relationships with SMB customers and dealers in an assigned area (North-1); stays current on sales and marketing requirements.
* To establish a promotion and sales support system for dealers, distributors & Hardware Service agencies who promotes our A.V, and evaluates and monitors their performance.
* Monitors and evaluate the economic conditions and Sales opportunities in a geographical area.
* Direct involvement in end clients during POC with our technical team & independent commercial discussions to win orders for my own cases & team or from dealers further we execute these orders through our dealers & distributors.
* Responsible for training of fresh people in Sales.

**PREVIOUS JOB EXPEREIENCE:**

* **Worked as an ASM (Infrastructure build & services) atCI INFOTECH PVT LTD for 2year 3 months Experience.**((Company Domain: **HPs Gold Partner & service partner, Elite Partner of Emerson Sales & services for Online Ups 0-20 Kva.**
* **Job duration: 10 March 2015- 30 June 2017**.

**Roles & Responsibility**: I was responsible for creating new accounts, maintaining existing accounts & I used to close sales leads generated by backend team or O.E.M leads**.(Product handled :Hp Avaia Networking,D-link, ,Emerson, Microsoft, Seqrite-Quick Heal Software license&UtmAppliances, Networking Active & passive all brand to meet client requirement.)**

**PREVIOUS JOB EXPEREIENCE:**

* **4 Months Experience as a Territory Sales Manager @Sine-wave Power Technologies Pvt. Ltd.**(Company Domain: Emerson Power distribution business as Platinum Business Partner
* **Job duration: September 2014-Till December 2014** .
* Builds strong relationships with key customers and dealers in an assigned area; stays current on sales and marketing requirements.
* Establishes a promotion and sales support system for dealers, Service agencies, and evaluates and monitors their performance.
* Oversees a full range of company products, services, target markets and underwriting priorities.

 Monitors and evaluate the economic conditions and Sales opportunities in a geographical area.

**PREVIOUS JOB EXPEREIENCE:**

* **5.8 years Experience as an Sales Account Manager in SPARCIINFOOTECH PVTLTD.**(Company Profile: IT System Integration, IT Hardware & Power Conditioning products, trading within Channel Community, Role: **Business development Manager &Branch Operations.**
* **Job duration: Jan 2009-Till August 2014**
* **ROLE & RESPONSIBILITY:**
	+ - * I was responsible for creating new corporate/channel accounts.
			* Maintain existing accounts & responsible to close leads generated by sub-ordinate Executives,
			* I was responsible to negotiate & finalize leads of products like Servers & Online UPS whether it is from channel/ SME/Corporate).
			* **Product range:D-link &Digi-link for Networking, Multi- brands for rest system integration & trading part.**

**PREVIOUS JOB EXPEREIENCE:**

* 5.8 Years Experience of entire Sales/Procurement/Purchase of the company & having relations with entry level vendor to O.E.M. (Procurement Job I was handling as an additional responsibility from year 2009 till August 2014 within SPARCIINFOTECH PVT LTD)
* **1 Year & 6 Months Experience as an Asst. Manager Sales atSparcInfoTechPvt ltd.**(Company Profile: IT System Integration, IT Hardware Retail Sales & It Hardware Channel Trade)
* **Job duration: July 2007-Jan 2009**& role was to maintain sales graph of the company by handling retail, SMB, corporate & channel clients.)**Brands handled:Lenovo & IBM.**

**PREVIOUS JOB EXPEREIENCE:**

* **1 Year Experience as a Marketing Executive in COMNET INNOVATION PVT LTD**.(Company Profile :IT System Integration.
* **Job duration: July 2006-June 2007**
* Roles & Responsibility: I was responsible for lead generation from SMB Customers for entire product range.

**CERTIFICATIONS:**

* IBM Master Class Certification in 2011 by IBM & SAP.

**Personal Details:**

Date of Birth : 11-05-1980

Gender : Male

Marital Status : Unmarried

Nationality : Indian

Religion : Hindu
Languages Known : Hindi & English