

**DEBANJAN**

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Sr. Executives with extensive experience selling telecom and wireless products. Adept at seeking out new technologies and remaining up-to-date on product upgrades and available software applications. Specialize in providing exceptional customer service in fast-pacedenvironments.

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| **ACADEMIC DETIALS** | | **PROFILE**  **SUMMARY** | |
| B-Tech (**Engineering In Electronics and** | | * Result-oriented Professional with over 11 years. * Vast experience selling an assortment of telecommunications * Devices, telecom products and software's. * Extensive knowledge of mobile technology and related software applications * Adept at identifyingnew business opportunities and implementing effective strategies. * Ability to work well under pressure and maintain quality standards. * Solid written and oral communicationsskills. * Work with and/or manage vendors to implement and maintain network-related solutions * Analyze data network documentation and communicate to management regarding the current operational status of networks * Assist technical support staff and end- users to manage basic and expedited support for all network related issues * Work independently while providing sysadmin support to multiple software development teams * Develops and reviews policies and guidelines established for all levels of network and systems administrators / engineers to follow * Work with wired and wireless data network providers to debug and resolve customer affecting service issues | |
| **Communications** ) from | DURGAPUE |
| INSTETUTE OF ADVANCE TECHNOLOGY | |
| AND MANAGEMENT in 2007  12th in 2004  10th in 2002 | |
| **CERTIFICATIONS** |  |
| * CCNA 2007 | |
| Sales & Marketing | **CORECOMPETENCIES**  Client Relationship Management | | Competitors Market Analysis |
| Business Development | Revenue Generation | | New Customer Acquisition |
| New Product Development | Dealer & Distributor Management | | Market Research/Penetration |

**WORKEXPERIENCE**

**June 1st – till date**

## Senior Sales Executive Job Duties:

* Sell telecommunications products and services to both individuals and companies.
* Sell VoIP for corporate technology and communications systems.
* Build market position by locating, developing, defining, negotiating, and closing business relationships.
* Keep abreast of current technology trends.
* Identify, contact and build relationships with prospective customers networking and referrals to obtain appointments.
* Leverage the CRM system to develop prospecting and sales strategy that ensures high activity and effective closing ratios.
* Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members.
* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
* Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
* Prepares reports by collecting, analyzing, and summarizing information.
* Maintains quality service by establishing and enforcing organization standards.
* Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
* Contributes to team effort by accomplishing related results as needed.

## Senior Sales Executive Skills and Qualifications:

Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales

# Oct18 – 31st in Dubai as Business Consultant.

* Over achieved he sales targetsconsistentlysince2018; always met or exceeded sales quotas, which, like account volume, increased fourfold as a result of having been recruited to this position.
* Established quarterly sales goals and evaluated new products
* Developed strategies toincrease sales of tech products
* Implemented customer service procedures to increase customer satisfaction
* Prepared quarterly marketing report sand forecasts.

# April’ 12 to Sept’ 2018 in Telecom and Software Sales Management as TL.

## -Business Development

* Developed and implemented effective marketing strategies.
* Prepared detailed client proposals and sales reports.
* Monitored technology trends and made purchaser commendations.
* Set sales goals and developed effective training procedures.
* Managed customer requests and deal with customer service issues.
* Provided product demonstrations for customers.
* Implemented strategies to improve sales.
* Identified technology trends.

# April’ 09 to Sept’ 2012 As Network And System Administrator:

* *Windows 2000/2003 Server environment administration and support*
* Active Directory (Manager Account Users, OUs, Domain, Site)
* Group Policy Object.
* Monitored and administered System's Backup through EMC Legato Networker
* Support users.
* Prevented transmission of viruses over the Network with the effective administration of the McAfee
* Administered Client/Server Applications over the Network

DUBAI(UAE)

English and Hindi.

06th October1983

**Date of Birth:**

**Mailing Address: Languages**

**PERSONALDETAILS**