Amit

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Senior executive with extensive experience in **key account management, business development, strategy, planning and operational management** in information technology. Proven leader with a successful track recordof working with cross functional business leaders and delivering scalable, cost effective, high ROI business solutions.

**Professional Profile**

* IT management experience in high growth and lean environments.
* Successful track record of working with C-Level executive in executing IT strategy aligned with corporate strategy.
* Proven record of collaborating with cross functional leaders to identify and deliver highly effective IT roadmaps and business solutions
* Strong record in contract, vendor and budget management.
* Successful record in delivering large enterprise projects.
* Strong expertise in implementing and re-engineering business process and system integration.
* Strong record in implementing IT systems for business continuity and disaster recovery.

**Summary of Key Strengths**

* Key and Large Account Management
* New Business Development
* Customer Relationship Management
* Vendor Relationship Management
* Team Leadership and Management
* Business Analysis, Strategic Planning and Forecasting
* Revenue Generation,Profitability and Cost Reduction
* Operations Management
* Infrastructure and Software Solution Sales Management
* General Management

**Area of Specialization**

* High Performance Computing, Storage Solutions (SAN, NAS etc.)
* Server &Storage consolidation, Archiving, High Availability / Clustering
* Data Centre Solutions, Business Continuity , Disaster Recovery
* Virtualization, Enterprise Backup & Recovery , Cloud Computing
* L2-L7 Switching and Routing, IT & Network Security, Unified Communication, Video-Conferencing, WAN Optimization
* Internet of Things

**Industry Focus**

* Telecommunication
* Banking, Financial services and Insurance (BFSI)

**Work Experience**

**Since Aug’14 ~ The Copy Cat Tanzania Ltd., Dar-es-salaam, Tanzania**

**Head of IT Sales (Reporting to CEO)**

Part of the Copy Cat Group based in Nairobi, Kenya,Copy Cat Tanzania Ltd is one of the biggest system integrator’s with presence in 5 countries acrossin East Africa. Copy Cat has top level partnerships with most renowned global IT vendors like Cisco,HP,Oracle,IBM,EMC,NetApp,Microsoft,VMware etc.

**CORE FUNCTIONS:**

* Establishing and recommending the most realistic sales goals for the company.
* Manage an assigned product line to maximize sales revenues and meet corporate objectives.
* Establish and manage effective programs to compensate, coach, appraise and train sales personnel.
* Performs sales activities on major accounts and negotiates sales price and discounts.
* Manage personnel and develops sales and sales support staff.
* Review progress of sales roles throughout the company.
* Accurately forecast annual, quarterly and monthly revenue streams.
* Develop specific plans to ensure revenue growth in all company’s products.
* Provide quarterly results assessments of sales staff’s productivity.
* Coordinate proper company resources to ensure efficient and stable sales results.
* Formulate all sales policies, practices and procedures.
* Assist sales personnel in establishing personal contact and rapport with top echelon decision-makers.
* Develop sales strategies to improve market share in all product lines.
* Interpret short- and long-term effects on sales strategies in operating profit.
* Establish and control budgets for sales promotion and trade show expenses.
* Review expenses and recommends economies.
* Hold regular meeting with sales staff.

**Significant Achievements:**

* Achieved a turnover of $15M for the IT department which was a first in the history of the Tanzania operations

**Jun’06-Jun’14 ~ SCI Tanzania Ltd., Dar-es-salaam, Tanzania**

**Head- Enterprise SolutionsSales (Banking and Telecom)**

SCI Tanzania Ltd is a system integrator and service and solutions delivery partner across computing, storage, network security, networking, Call centre , content and application delivery networks, virtualization, power solutions, payment solutionsfor global brands like NCR,IBM,Oracle,HP,EMC,Symantec,Cisco, Bluecoat ,Avaya, Eaton.SCI offers Datacenter design and build services based on international standards.

**Significant Achievements:**

* Grew annual sales by 30% to 50% year on year by introducing a more disciplined sales approach and funnel management.
* Exceeded sales goals every year, delivering highest unit & revenue among all teams companywide.
* Led the team to design and build the only Datacenter in the country for private, public and co-location/managed services application.
* Successfully designed and built state of the art datacenters for government and private customers.
* Developed business with BFSI, TELCOS,Government and Hospitality industry.
* Successfully maintained staff retention on the basis of personal inter-relationship management.
* Responsible for time to time marketing events in collaboration with leading IT vendors.
* Successfully managed International vendors for all IT installations of infrastructure.

**Major Projects Completed:**

* Implemented first of its kind self-service kiosk in Africa with MIC TanzaniaLtd,part of the global Millicom International Cellular SA.The kiosk has all the capabilities of an ATM along with features of a telecom kiosk.The project is known as **TIGOMATIC**.
* Barclays Bank Tanzania Ltd:Complete IT infrastructure supply and deployment over 35 new branches.
* Airtel Tanzania Ltd:Cisco based IP contact center expansion and support services.
* Prime Minister’s Office:Tender for supply of ICT equipment at Dodoma,Tanzania.
* Stanbic Bank Tanzania Ltd: Complete overhaul of network infrastructure at the bank headquarters.
* Vodacom Tanzania Ltd:EMC Data Domain Deduplication Storage System for Backup,Recovery and Archiving,totalof 240TB at primary and Disaster Recovery site.
* National Social Security Fund:Datacenter design and built as a complete turnkey project.
* UBL Bank(Tanzania) Ltd:Complete IT infrastructure set-up including datacenter for new bank starting operations in Tanzania.The bank uses SCI datacenter managed services for their DR.

**Mar’04-Apr’06 ~ Virtual Solutions Ltd., Dar-es-salaam, Tanzania**

**Senior Business Manager – IT Division**

Virtual Solutions Ltd is an Internet Service Provider and IT system integrator.

**Deliverables:**

* Spearheading sales and support of IT hardware and software products.
* Developing direct and indirect channels as well as new markets.
* Managing the purchasing, finance and business management operations; coordinating with the sales and technical teams.
* Focused and delivered customize IT solutions to the clients.
* Introduced new concept for revenue generation through solutions selling.
* Successfully completed IT projects in a timely and professional manner to achieve TCO and ROI.

**Significant Achievements:**

* Leading a team of 6 members for managing sales, after sales support & business development in assigned regions.
* Successfully generated revenue through IT Services and FMS contracts.
* Designed customized VM Ware solution for one of the leading Banking customer.
* Done IT Auditing for large breweries company to achieve ISO standard.
* Successfully designed and implemented DR and BCP for one leading mining company.
* Handled manufacturing, corporate and retail activities.
* Managed products like HP, Dell, APC, Cisco& Microsoft & developed IT hardware sales business significantly.

**Previous Assignments**

**Jun’95-Dec’03 ~ M/s. Micron Automation, Goregaon, Mumbai**

**Joined as Sales Executive and later promoted as Sales Manager**

**Significant Achievements:**

* Significant contribution in setting up the business from conceptualization stage to establishment.
* Spearheaded the profit centre operations at Mumbai independently along with the development of direct /indirect channels.
* Identified unexploited markets in Maharashtra and developed them as profitable territories.
* Efficiently managed the purchasing, finance, business management and liaison operations with sales and technical teams.
* Managed product range from HCL,Zenith,HP,IBM and Microsoft

**Aug’89-Mar’95 ~ Image Microforms & Systems Pvt. Ltd., Mumbai**

**Joined as Service Engineer,later promoted as Asst.Support Manager**

**Significant Achievements:**

* Provided after sales support for Image Microfilming Equipment &Fax Machines in Mumbai & Pune.
* Achieved highest percentage of profits through AMC’s for the assigned regions within 1 year start-up.
* Monitoring service contract status for renewals.
* To lead and motivate a team of engineers.
* Responsible for performance and day to day activities of the group.
* Track and monitor all service related performance parameters.
* Initiate programs to increase customer satisfaction.
* Monthly and quarterly presentation of group performance to higher management.
* Major assignment was to support Microfilming equipment for Philips India Ltd.

**Scholastics**

1989 Bachelor of Engineering (B.E) in Electronics & Computers from Shah and Anchor Kutchhi Engineering College, University of Mumbai, India.

**Certifications**

* Datacenter Design Course from Datacomms Training(DCT),UK
* IBM Certified Sales Specialist - Power Systems with AIX and IBM Certified Specialist(000-105 and 000-977) - Storage Sales V2(000-115)
* ORACLE Entry and Mid Level Certifications on SPARC and Storage Systems.
* Microsoft Certified Systems Engineer (MCSE) in Windows Server 2003 from Aptech Ltd. (Unique Traninig Centre) in 2006.
* Cisco Career Certifications as Cisco Sales Expert v3—CSE3.
* HP Certified Professional Program as Accredited Sales Professional - IPG, PSG & ESS.
* **IOT Expert Certification Training from Axelta Internet Osmosis**

**Training**

* Attended Fujitsu Bootcamp in Johannesburg, South Africa.
* Sales Certifications programme of HP, Sun, IBM, Cisco, Symantec& Checkpoint.
* Undergone training in Transactional Analysis (TA).
* Undergone training in Oral Presentation Skills and Selling Skills.
* Obtained Certification in Performance Management System (PMS).

**Personal Vitae**

Languages Known: English, Hindi, Gujarati, Marathi & Swahili.