

ANKIT AGNIHOTRI

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ACCOUNT MANAGER – BUSINESS DEVELOPMENT

Extensive exposure in driving critical assignments across the career with proven success in ensuring optimum results

PROFESSIONAL SYNOPSIS

- Currently working as an Enterprise Business Development offering 7 years of a successful career in IT Domain, proven expertise in New Business development, Key account management, End to end sales operations.
- Demonstrated Experience in articulating right sales pitch to Large/Medium Enterprise in PAN India, Europe & APAC
- Technical exposure in Partner Settlement, Fraud Management, Revenue Management, Network Management Solutions, Product Engineering, Digital transformation, Software localization.
- Have a strong Knowledge of market, culture, competitive and influence landscape, identity positioning/differentiation strategies and engage with stakeholders to recommend appropriate.
- High energy initiative-taker; flexible and able to take the initiative and comfortable working both as an individual and as part of a team.
- Result oriented, entrepreneurial & resourceful salesperson who is experienced in customer relationship.
- Proven ability in managing the strategic key accounts, improving sales operations by monitoring, tracking, suggesting areas of improvement to drive the of the inside sales/business development teams.

AREAS OF EXPERTISE INCLUDE...

*Lead Generation/Sales Enablement
Business Proposals Management
Requirement Gathering & Analysis
New Business Development*

*Sales/Pipeline Management
Market Research & Segmentation
Consultative selling*

*B2B Sales/Corporate Sales
Sales/Account Mapping
Account Penetration/Negotiations
Client Relations/Retention*

PROFESSIONAL CONTOUR

Subex Ltd – Enterprise Business Development: September 2018 till date

Subex is a leading telecom analytics solution to global CSP's & Telecommunication companies

Key Deliverables:

Sales:

- Manage acquisition and revenue growth objectives for telecom's accounts in the Europe & CIS Countries.
- Improve to drive inbound and outbound calls, to focus on maintaining and expanding business relationships/ market share with existing and new customers.
- Qualify the opportunities according to BANT Criteria and route to appropriate Stakeholders for further development
- Work with internal stake holders in closing sales process.
- Leverage's cross-functional resources to achieve results/passionate to meet customer needs.
- Effectively articulates the value proposition associated Subex products.
- Works persistently to gain new accounts and/or identify opportunities in account territory.
- Functions as the overall account manager including leading transactional sales.
- Builds relationships with customers, partners and distributors.
- Prepare and execute presentations / demos, and provide solutions to customer inquiries

Pre – sales:

- Produced leads, building sales pipeline
- Maintained prospect database, routed qualified opportunities and assisting with negotiating terms
- Conducted internal and external research
- Project coordination

Fidel Softech, Bangalore as a Manager Business Development: September 2017 – August 2018

FILOSE is a L10N business unit of Fidel offering Translation, Voice overs, Localization & testing services.

Industry Segments:

E-learning, Publishing, Media Productions, Telecommunication, High-tech Software, Manufacturing, Pharmaceutical, and Automotive

Key Deliverables:**Sales:**

- Manage acquisition and revenue growth objectives for 10-15 accounts in the Language Sector.
- Prepare and execute presentations to customer inquiries (Traveling as needed)
- Retained dissatisfied customer billing
- Grew revenue 60% in 4 months by establishing relationships with previously “unreachable” accounts
- Coordinated Vendor registration with various American, European and Asian

Team Management:

- Build, lead & manage the team.

ALTEN Calsoft Labs, Bangalore as a Business Development: April 2015 - July 2017

ALTEN Calsoft Labs is part of ALTEN Group, offering next gen digital transformation, enterprise IT and Product engineering services.

Industry Segments:

Retail & CPG, Healthcare, High-tech Software and Manufacturing, Life Sciences, Pharmaceutical, Networking & Telecommunication and Automotive

Key Deliverables:

- Reach out to decision makers in accounts to understand their IT environment, know the IT roadmap for coming quarters and accordingly position our services.
- To generate quality leads through cold calling, e-mail campaigning, etc. that result in sales.
- To respond and effectively manage all my company assigned leads while managing a sales pipeline to achieve sales targets on a monthly and quarterly basis.
- Perform web-based research to develop new sales lead information and monitor the competitive environment providing management with feedback
- Responsible for offering engineering & technology consulting services to Indian engineering captive centers of USA & European companies
- Involved in various campaigns, creating strategic plans for lead generation, preparing calling Scripts.

Vyom Consultants Pvt. Ltd. , Pune as a Business Development executive : January 2013 - March 2015

VYOM Consultants is a customer focused & technology driven which provides ITES services to different sectors, Turnkey projects, providing end to end solutions.

Key Deliverables:

- Lead generations
- Co-coordinating sales projects
- Providing pre-sales technical assistance and product education
- Developing long-term relationships with clients, through managing and interpreting their requirements.

Professional Achievement:

- Successfully closed business with the SME's in Pune.
- Significant contributions in accelerating and identifying new business opportunities for incremental revenue to the organization.
- Establishing good working relationship with customer/clients
- Have extensive achievement with account management and client facing.
- Build database according to the industry vertical.
- Prepare presentation and reports dashboard.
- Market research and analysis of potential geo / industry market segments

ARTH Microfinance India Pvt. Ltd., Kota (Rajasthan) as a Credit officer: July'10- March'11**Key Deliverables:**

- Under the SHG (Self Help Group) model provides short term loan product.
- Explain and document for clients the types of services that are to be provided, and the responsibilities to be taken by

the group leader.

CREDENTIALS

- **M.M.M (Marketing):** -Completed in 2011-2013 from **University of Pune, Pune.**
- **P.G.D.M (H.R)** :- Completed in 2011-2013 from **Sinhgad Institute of Management, Pune.**

Technical:

- Thorough knowledge of MS Office
- Hands on Experience on HubSpot,Reply.io, Zoho CRM & SFDC

Non-Technical Skills:

- Market Intelligence, Company profiling, Business Development, Sales Intelligence
- Requirement gathering, Inquisitive nature
- Business Analyst, Client Relationship Management, Handling new Business Generation
- Strong English Communication skills - Written & Verbal.

PERSONAL MINUTIAE

Date of Birth : 20th August, 1988
Languages Known : English and Hindi
Mailing Address : House No 1246, 14th A Cross, 29th Main, EWS BTM 2nd Stage, Bangalore 560076
References : Will be pleased to furnish upon request

(Ankit Agnihotri)