

SUMAN V

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A BRIEF SYNOPSIS

- Customer-focused business executive with 3-years & 8-months of experience with top Indian and global customers in B2B, B2G & B2C space
- Worked with company-leadership to achieve growth and meaningful, cost-effective results. Primary activities were sales, sales-operations, bid management, techno-commercial proposals, key-account management, project management, digital marketing & analytics
- Recently completed PGDM/MBA with dual specialisation in Marketing and Banking Financial Services & Insurance
- Looking for suitable roles to develop, market and sell innovative solutions to real-world challenges leveraging my experience and my ability to work well with people

WORK EXPERIENCE

Senior Executive – Smart City Projects & Public WiFi / DVOIS Communications / Jun '18 – Jun '19

- Increased YOY revenue by 12%, generated ₹1.8cr revenue and managed 100+ international & domestic trade shows at ITPO Pragati Maidan (India's largest exhibition centre) in Delhi provisioning customized WiFi Internet services. Managed documentation, KYC, reporting & compliance with ITPO and DOT with great attention to detail
- 100+ RFP / tender-leads generated on all-India basis. Analysed bids & presented reports including tender summary to enable decision making on pursuing bids. Responded to 20+ bids including documentation and won 5 bids with 2cr annual revenue
- Part of the team to have won the world's largest public WiFi project with 3000+ hotspots in Bangalore city via Govt tender; Closely worked with Karnataka state govt., BBMP & BESCO for project approvals & permissions and with Cisco(OEM) & Google(Monetization)
- Achieved high customer satisfaction at NASSCOM's largest & most high profile event NTLF for provisioning high-speed & high-capacity connectivity solutions including for live events. Achieved ₹30 lakhs revenue in just 2 weeks.
- Engaged with customers who are world-leading companies such as Google, Microsoft, Facebook, CISCO, Oracle, CII, FICCI, COAI, Airtel, Vodafone, Samsung, Wipro, Infosys, Capgemini, HSBC, Adobe, Intel, Accenture, IBM, Mindtree, LinkedIn, NTT Data, KPMG etc
- As a 24x7 single point of contact for customers, closely interacted & maintained good relationships which resulted in gaining cross-location revenue including hunting & farming
- Participated in trade shows for branding & networking - NASSCOM ILF 2018 (Hyderabad), NASSCOM WICT 2018 (Hyderabad), NASSCOM NTLF 2019 (Mumbai), India Gaming Show 2019 ITPO (New Delhi)
- Lead onsite team remotely from Bangalore. Guided & motivated the team to achieve consistent results in challenging onsite work environments. Assisted team to resolve technical, operational & commercial issues. Delegated tasks for smooth service delivery
- At ITPO Pragati Maidan, reduced project cost by 3% through effective vendor management. Shortened the purchase & payment process by ~50% by migrating to an exclusive redesigned website. Automated compliance process resulting in a vastly improved customer experience.
- Sales operations: Internal co-ordination for finance approvals, purchase, legal, technical, customer care for service support, billing and collection using SAP

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Sales Executive - Smart City Projects & Public WiFi / DVOIS Communications / Oct '15 – May '18

- 200+ RFP / tender-leads generated on all-India basis. Analysed bids and supported bid response for 50+ bids with documentation & presentations; won 15 bids with annual revenue of 2+ cr. Co-ordinated project implementation end-to-end to meet strict tender deadlines & terms
 - Supported & co-ordinated project management activities such as proposals, legal & compliance documents, service delivery, invoicing & SAP process for Nagpur Smart City, Jaipur Smart City, Aurangabad Smart City, Delhi Aero city and Hyderabad Airport projects
 - Hyderabad International airport passenger WiFi project: Using CISCO DNA analytics tool, analysed user traffic to optimize bandwidth and saved 4% of project cost
 - As part of on-field direct sales team, generated 100+ leads from hospitality, education and corporate industry for connectivity and internet bandwidth requirements
 - Post-acquisition of a mid-size fiber company, supported fast & timely integration of existing customer information, sales orders, sales deliveries and invoicing data
 - Worked with Bangalore City Police as part of the FIR KIOSK project for Bangalore
 - Key Accounts handled – GMR Group, Govt. of Karnataka, KSRTC 15+ Bus stations, BMTC, BMRCL, BBMP, Karnataka High Court, Municipal Corporations - NMMC, NMMT, Kalburgi Corporation, Dandeli WiFi project, NDMC, ITPO etc
 - Consortium partners worked with: L&T, Honeywell, HFCL, CISCO, Motorola, Ruckus, Multicraft etc
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ADDITIONAL QUALIFICATIONS / CERTIFICATIONS

- Digital Marketing – Edupristine
- M S Office
- Stock Market Trading Fundamental & Technical Analysis - Udemy

INTERNSHIP

Media Planner – Healthcare / Adjetter Media Network Pvt Ltd / Jul '15 – Sep '15

- Worked with Manipal group – one of the largest healthcare organizations in India
- Implemented digital marketing, SEO for on-page and off-page activities for webpage optimization for marketing campaigns
- Analysed the website traffic received after SEO using Google Analytics

ACADEMIC DETAILS

- PGDM/MBA: Marketing and Banking Financial Services & Insurance (2019-2021); at M. S. Ramaiah Institute of Management, Bengaluru
- B.Com (2012-15); G F G C Koppa, Kuvempu University, Chikmagalur, Karnataka; 60.87%