

# KRISHNA DEEP J

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An enthusiastic & high energy driven professional, targeting assignments in **Challenging** domain with a reputed organization

## CORE COMPETENCIES

**Business Development**

**Team Management**

**Customer Relationship Management**

**Requirement Analysis**

**Love to travel**

**Procurement specialist**

**Project Engineering**

**Positive Attitude**

**Self Learning Mindset**

## PROFILE SUMMARY

- Excellent relationship building & interpersonal skills. Strong analytical, problem-solving & organizational aptitude.
- Strong financial acumen and business orientation with innovative approaches to business development. Excellent relationship building & interpersonal skills. Strong analytical, problem-solving & organizational aptitude.
- Self-motivated, proven ability to drive results through collaboration with others.
- Well-developed presentation skills, analytical abilities, and written and verbal skills.
- Preparing design documents, calculation, Control Schematics template using MS-Word, MS-Excel, MS-Visio & AutoCAD 2D.
- Thorough understanding of financial statements, budgets, payroll process, and cost inventory control.
- Skilled in Project planning, manpower management & execution of project.
- Ability to interface across all support functions, revenue management, finance, sales, marketing, risk management, legal and human resources.
- Desire to collaborate and ability to persuade
- Effective in Communication, negotiation, personal grooming.
- Knowledge and understanding of technology-automation aspects.

## ORGANISATIONAL EXPERIENCE

Lavis Engineering India Pvt. Ltd.

(Jan'20-Present)

**Regional Sales Manager**

Lavis Engineering India Pvt Ltd is manufacturing unique electrical protection systems like Integrated Mains Protection units, Auto Phase sequence corrector, Surge Protection devices, EB-DG Changeover with all protection devices, Auto Voltage Regulators, Main distribution panels

- Identifying and networking with prospective long-term clients, generating business from the new and existing accounts and achieving profitability and increased sales growth.
- Mapping clients on micro level, generating requirements and approving budgetary approaches.
- Managing the full sales cycle from initial unqualified lead to proposal, dealing with competition, evaluation & support issues, commercials, price negotiation and closure, for government & infrastructure projects.
- Generated enquiries through cold calling and submitted quotations after proper technical discussions; fixed delivery schedules and payments terms as well.
- Understanding the customer needs and requirements within the and closely work with the Management Team, to ensure 100 percent customer satisfaction.
- Product launch, Demonstrations, trainings conducting clients, Electrical contractors, Engineers, Managers etc.

**IDCUBE Identification Systems Pvt. Ltd., Hyderabad**

**(Nov'18-Dec'19)**

**Regional Sales Manager – South**

- Regular basis in touch with MEP consultants to mapping ongoing and future projects, discussing latest technologies.
- Delivering products presentations, trainings & demonstrations and managing efforts to improve sales techniques, tactics and best practices for Channel Partners
- Define strategies to expand multi-site, multi-service offerings by understanding the key influencers in the customer organisation and their key pain points.
- Understanding the customer needs and requirements within the and closely work with the Management Team, to ensure 100 percent customer satisfaction
- Manage all sales related activity through the accurate, timely and detailed use of the Customer Relationship Management (CRM) tools.
- Managing & closely working with all the the channel partners and making good relationship, supporting them win the projects.

**Vehant Technologies Pvt. Ltd., Hyderabad**

**(Jan'17-Oct'18)**

**Assistant Manager – Project Sales**

**Key Result Areas:**

- Networking with financially strong & reliable new contacts to promote & expand the house brand products using global business model, resulting in deeper market penetration and improved market share.
- Identifying and networking with prospective long-term clients, generating business from the existing accounts and achieving profitability and increased sales growth
- Fulfilling the duty to meet Consultants & Architects on a regular basis and ensuring that tenders are filled up according to the specifications
- Establishing achievable weekly, monthly, half yearly & yearly progressions as per the guidelines and conducting periodic reviews to track the same

- Managing the full sales cycle from initial unqualified lead to proposal, dealing with competition, evaluation & support issues, commercials, price negotiation and closure, for government & infrastructure projects
- Developing and updating knowledge of own products and the products of competitors to channel right product information to Architects, Interior Designers, Developers and Main Contractors
- Adapting communication strategy in all dealings with customers, suppliers, trade groups and regulatory agencies to create a positive brand image, while ensuring adherence to all applicable laws and highest ethical standards
- Building and maintaining excellent relations with key Government Accounts, Corporates, Refineries, Industries and so on
- Delivering products presentations, trainings & demonstrations and managing efforts to improve sales techniques, tactics and best practices for Channel Partners
- Mapping clients on micro level, generating requirements and approving budgetary approaches
- Participating in bids & tenders and the entire bidding process right from initiation of the Request for Proposal (RFP) till complete bid submission and reinforcing the winning potential

### **Landsky Engineers Pvt. Ltd., Hyderabad**

#### **Growth Path:**

Sales Engineer	(Aug'12-Aug'14)
Senior Sales Engineer	(Aug'14-Dec'16)

#### **Key Result Areas:**

- Managed comprehensive business processes while being In-charge for generation of profits and creation of strategies to plan long-term profitability
- Prioritized sales operation to gain upper hand over areas of competitor dominance while developing rewarding relationships with the clients
- Generated substantial business opportunities and increased turnover while using standard business development practices
- Resolved persistent mechanical and electrical issues with thorough analysis; identified the nature of faults and initiated proper follow-up actions to ensure quality feedback of the equipment
- Rectified the issues of breakdown & obstruction through application of various troubleshooting tools
- Planned activities related to identification of vendors, requirement specification & offer evaluation to report material needs and spare parts requisition
- Maintained cordial relations with existing customers while building new professional relations
- Diligently collected outstanding payments and acknowledged advance payments and ensured that services were delivered on time
- Generated enquiries through cold calling and submitted quotations after proper technical discussions; fixed delivery schedules and payments terms as well

### **ACADEMIC DETAILS**

- B.Tech. (Mechanical Engineering) from Sri Venkateshwara University, Tirupati with 6.1 CGPA in 2012
- 12<sup>th</sup> from Nagarjuna Junior College, Kadapa with 74% in 2008

- 10<sup>th</sup> from Sri Guru Raghavendraswami High School, Kadapa with 75.5% in 2006

## TECHNICAL SKILLS

- MS Office Suite, Windows 7, 8 and 10, CRM, G-Drive.
- AutoCAD, CATIA, SolidWorks, Unigraphics.

## PERSONAL DETAILS

**Date of Birth:** 14<sup>th</sup> November 1991

**Languages Known:** English, Telugu & Hindi

**Address:** Vill. & Post – Peddacheppalli, Mandal – Kamalapuram, Dist. – Kadapa – 516289, Andhra Pradesh

**Present Address :** 7-1-288/C/34, Sanath Nagar, Hyderabad.

## DECLARATION

I here by declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Place : Hyderabad

Date :

Yours faithfully

Krishnadeep J