

NASURUDEEN B

ACCOUNT MANAGER



Chennai, India



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PROFILE

Highly ambitious with background in IT. As a Sales Professional 7+ years of experience in handling and managing Customers. Account manager with vast experience in handling Key, Named & Geo Accounts. Responsible for managing end to end sales cycle, starting from Identifying prospects to closing the deal with a track record of consistently achieving sales targets on quarterly, yearly quota.

EXPERIENCE

PARTNER SALES MANAGER

• 02/2017 - Present

Emsky Technology (P) Ltd,

Chennai India

- Managed all aspects of the extended services program for a Emskool ERP Solution.
- Drove ongoing program visibility and awareness across the channels by consistently engaging key channel partners to drive revenue and profit growth.
- Developed and managed relationships with salesforce across the B2B, inbound and retail channels.
- Analyzed and implemented product marketing initiatives and sales-generating initiatives in an effort to drive consistent growth for the extended services program.
- Launched new product features to meet sales targets and drive consistent year-over-year profit and revenue growth.
- Responsible for sales to assigned single location Distributors, and Resellers.

BUSINESS DEVELOPMENT ASSOCIATE

• 07/2016 - 01/2017

Al Rafee Enterprises W.L.L,

Doha, Qatar

- Acquisition of Mid-Market and Enterprise accounts Lead Generation through cold calls, Customer Reference and Database.
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SKILLS

PROFESSIONAL

- Communication
- Company and customer expertise
- Strategic perspective
- Leadership
- Skilled negotiation
- Value-based selling

EDUCATION

M.Sc in Comp. Science

Jamal Mohamed College
2009 – 2011

B.Sc in Comp. Science

MK University
2006 - 2009

LANGUAGE

- ENGLISH
- HINDI
- TAMIL

- To work closely with the OEM & internal team on building prospect information for various verticals
- Exceeded monthly revenue targets throughout my service.
- Maximum no. of Antivirus renewal sold among the other executives

EXPERTISE

BUSINESS DEVELOPMENT MANAGER • 05/2015 - 06/2016

TECHNICAL

- Emskool & BigSun ERP
- Zoho & SalezShark CRM
- Kissflow BPM
- People HRMS
- eCommerce Solutions

Emsky Technology (P) Ltd,

Chennai India

- Responsible End-to-end key account management
- Managing the end-to-end Sales Cycle including Pre-sales, Sales Transaction management and post-Sales support for all designated Customers
- Raised client portfolio from 2 to 78.
- Consultative joint business plans & forging long-term business relationships by updating clients with the latest Emsky offering and strategies for maintaining the most competitive and Cost-effective IT solutions

INTERESTS

- Swimming
- Riding
- Driving
- Blogging
- Researching
- Playing
- Travelling

CORPORATE SALES TRAINER

• 11/2013 - 12/2014

APPCO GROUP (Unique Org.)

Chennai, India

Develop pitch scripts and provides tips on how to keep sales calls friendly and targeted. Tracked productivity and improved output. Created and directed sales team training and development programs. To ensure the business associates are profitable

BRANCH MANAGER

• 04/2011 - 11/2013

Children's Park Readymades

Chennai, India

Revenue generation through wholesale units, Maintain a healthy relationship with retail showroom owners to retain Customers for sales consistency.