Saumil Hironi

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**Objective:** Seeking an opportunity for a challenging career in a growth oriented organization that recognizes and gives value to individual contribution and provides opportunities for continuous growth and advancement.

**Professional Overview:**

**Total Work Experience-** 7+ years

**Work Experience –**

Worked as an Senior Executive- Business Development with Espire Infolabs Pvt. Ltd. from September 2013 to August 2019.

* Calling up prospects from mid-size to large companies and talking to CXO level executives and understanding their business environments and setting up meeting appointments for the field sales managers in the Australian market.
* Responsible for Business Development, Lead Generation, Lead Qualification, Requirement gathering, Understanding existing IT setups of different companies and then fixing up appointments for Senior Managers in Australian market.
* Selling of Enterprise solutions like ERP (SAP, Microsoft Dynamics(NAV, AX), Oracle) Solutions sales, Application Integration, IT Infrastructure Management Services to companies from various verticals like Banking, Finance and Insurance, Manufacturing, Logistics, Retail and Utilities, ISV, Government Industry.
* Understanding the challenges faced by the customer in their existing IT setups and delivering the value proposition that they would get by using Espire’s services.
* Handling customer objections and giving qualified leads to the onsite managers for meeting appointments.
* Generating qualified opportunities in Australian market and transferring them to Senior Managers after fixing up appointments with CXO’s level people from different industry verticals.
* Sending daily call reports to Reporting Manager .
* Putting day to day sales activities in the Salesforce CRM of the company.

**Work Experience:** Worked as Inside Sales Specialist with All E Technologies (1 year)

**Responsibilities:**

* Calling up prospects across India and understanding their business requirements, challenges they are facing and then setting up meetings for the field sales team.  
   Selling Microsoft Dynamics ERP (Microsoft Dynamics NAV (Navision) & Microsoft Dynamics AX (Axapta) and CRM solutions to companies of different verticals like manufacturing, EPC, Ecommerce, retail, travel, infrastructure, real estate etc.
* Handling multiple sales accounts. Mapping the clients with ERP/CRM consultants.
* Identifying opportunities fulfilling the BANT criteria.  
   Make Calls to the assigned leads and qualify them for the face to face meeting with the field sales representatives regarding the standard ERP and CRM requirements in their company.
* Handling the Field Sales (Face to face meetings) with Clients.
* Making business proposals, collaterals and sending them to the prospects.  
  Targeting Tally ERP companies to sell MS Dynamics ERP solutions like MS NAV, AX and CRM and making new sales affiliates under Master VAR program of Microsoft.  
  Sending Electronic Data Mailers (EDM's) regarding promotional offers to the clients.
* Responsible for managing new business development and mining existing accounts, consulting appropriate enterprise applications, conducting demos and presentations and finally preparing proposals.
* Handling accounts for up sell and cross sell of our service offerings.

**Work Experience:** Daffodil Software, Gurgaon Oct 20, 2010 - May, 2012

Worked as a Business Development Executive- Sales at Daffodil Software, Gurgaon.

**Responsibilities:**

* Key Person responsible for Pre Sales that involves developing sales strategy, sales forecast and business plans for growth of the client's product/services and thereby inducing sales.
* Develop and maintain strategic alliances by handling key accounts including client servicing and acquisition of new business to ensure that the overall objectives of the company are achieved.
* Understanding the client requirements and playing a part in negotiation and convincing the clients.
* Designing sales leads generation processes (Inside Sales), by analysis of region/territory and product popularity for marketing and sales generation.
* Handling geographies like UK, Europe and US market and talking to CXO level executives in different companies.
* Acting as an interface between international clients and software professionals.
* Active over social media marketing platforms like LinkedIn, Twitter and Facebook to promote the different services rendered by Daffodil.
* Proposal Preparation, Negotiation and Closure of the Business Deal, Follow-Up with client about Payment Collection.
* Support marketing promotion activities.
* Generating database and leads which includes but not limited to cold-calling and data mining.

**Career Achievements:**

* Closed 1st deal during the 1st month on job at Daffodil Software (Client Name- Sander Van Engelen from Netherlands.)
* Working on the current hot platforms of Ecommerce i.e. Magento, open source platforms like Drupal and generating good business.
* Took initiative and introduced Social Media Marketing in the company.
* Implemented usage of social media marketing as an active tool in the company.
* Able to achieve nearly 100% of the annual target.
* Closed few business deals across Pan-India region at All E Technologies.

**Project Details:**  Emami Biotech Ltd. May '10 to June '10 (8 Weeks)

Management Trainee at Emami Biotech Ltd.

**Objective**-"Pre-Launch survey of the Healthy and Tasty range of Edible Oil in Delhi"

**Project Details:** The objective of the study was to evaluate the market construct of edible oil in Delhi, selling pattern of different brands available in market, amount of consumption, time of consumption of the consumers in different areas of Delhi and after analyzing these points, we had to suggest a suitable launch platform for the Healthy and Range of Edible Oil for the Emami company.

**Responsibilities:-**Survey and Data Analysis-Work with a team for data collection. -Preparing the presentation about the survey.SAB Miller Ltd (Fosters), Andheri (E), Mumbai Jan'09-April'09 Title: "Draught Beer Servicing"

**Project Details:** The Marketing head assigned me several tasks wherein I had to visit various retail beer outlets ranging from small to large ones, hotels, lounges etc and perform quality audit checks at these outlets and grading them on the basis of different parameters like CO2 pressure, temperature, foaming of beer and keg age. I also had to ensure that beer requirements of retail outlets were fulfilled on time according to the saliency of that outlet.

**Responsibilities:-**Sending reports of the number of outlets covered in a day.-Ensuring that servicing of the company was upto the mark.

**Skills Profile-**

Technical- Working knowledge of C, C++, Java\*

Elementary knowledge of SPSS, ERP and SAP.

**Certifications:**

I have done 2 months certification course in SAP Sales and Distribution (SD) Module.

**Hobbies & Interests/Extra Curricular Activities**

* Sports - I have played Table-Tennis Tournaments at State Level and District level in school. I also won few tournaments of table tennis in college.
* Active participation in various cultural events in college.
* Travelling

**Academics**

* PGDM (2009-11) - Dual specialization in Marketing (Major) and HR (Minor) from CMD, Modinagar (U.P.) with an aggregate of 75%.
* B.Tech. in Biotechnology from D.Y Patil College of Biotechnolgy and Bioinformatics, Pune (2005-2009) with an aggregate of 60%.
* HSC in 2003 from St. Paul's Sr. Secondary School, Kota (Raj.) CBSE with 71%
* SSC in 2005 from Emmanuel Sr. Secondary School, Kota (Raj.) CBSE with 70%.

**Personal Vitae**

* Sex: Male
* Language Proficiency: English, Hindi.
* Marital Status: Single.

I hereby declare that the information furnished above is true to the best of my knowledge.

Saumil Hironi