

# SRINIVASAN RAMANI

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## CONTACT ADDRESS:

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## PERSONAL PROFILE:

### Qualification:

QUALIFICATION	INSTITUTION	GRADE	%
M.com	Annamalai University	II Class	50
B.com	Madras University	II Class	50
XII	ARR Matriculation HSS	I Class	68
X	Little Flower HSS	I Class	68

### CERTIFICATIONS AND CREDENTIALS:

Done Certification Course at Systems Domain, Bangalore.

- Accent Training
- BPO(A/R/AP/PAYROLL in Quick Books) Training
- Language Training

Passed Hindi upto Rastrabasha

Passed Typewriting in English-Higher

Done Mainframe on Vetri Software India Pvt Ltd.-Chennai

### TECHNICAL SKILLS:

Operating System - Windows 10 Professional

Application - MS-Office

D.O.B - 1974/10/06

Linguistic Skills - English, Hindi, Kannada, Tamil, Telugu.

## **Professional Experience:**

### **Orient Technologies Private Limited April 2021 to Till Date**

Business partners for AMP, MOLEX, CISCO, FORTINET, SONICWALL, EMERSON, DELL, LENOVO, HP, VMware, Radware & K5

Responsible for handling entire range of cisco products, wifi, Network Monitoring services virtualization services and customized softwares.

Responsible for handling End-to End IT Infrastructure Solutions on Data center Solutions on Modern Data center Technology Thin client solutions and Backup Solutions. Managed services on cloud with AWS and TCL

#### **Position Held:**

Business Manager – Key Accounts

#### **Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
  - New business development.
  - Pre sales consultation & support as well as proposal development and presentation.
  - Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
  - Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: More than 70% of BL Target achieved quarterly**

### **DCDR Infra Private Limited June 2018 to March 2021**

Business partners for AMP, MOLEX, CISCO, FORTINET, SONICWALL, EMERSON, DELL, LENOVO, HP, VMware, Radware & K5

Responsible for handling entire range of cisco products, wifi, Network Monitoring services virtualization services and customized softwares.

Responsible for handling End-to End IT Infrastructure Solutions on Data center Solutions on Modern Data center Technology Thin client solutions and Backup Solutions. Managed services on cloud with AWS and TCL

#### **Position Held:**

Business Manager – Key Accounts

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  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: More than 70% of BL Target achieved quarterly**

**Professional Experience:****UNIWARE SYSTEMS PRIVATE LIMITED October 2017 to April 2018**

Global Award Winning Technical Partner for DELL-EMC AWS and TCL Partners

Responsible for handling entire range of DELL-EMC Product portfolio on Data center Solutions on Modern Data center Technology Dell Wyse Thin client solutions and Backup Solutions. Managed services on cloud with AWS and TCL

**Position Held:**

Business Manager – Key Accounts

**Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
  - New business development.
  - Pre sales consultation & support as well as proposal development and presentation.
  - Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
  - Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: More than 80% of BL Target achieved quarterly**

**SBA INFO SOLUTIONS PRIVATE LIMITED October 2016 to September 2017**

Business partners for AMP, MOLEX,CISCO,FORTINET,SONICWALL,EMERSON,DELL,LENOVO,HP, VMware,Radware & K5

Responsible for handling entire range of cisco products,wifi, Network Monitoring services virtualization services and customized softwares.

**Position Held:**

Business Manager – Key Accounts

**Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
  - New business development.
  - Pre sales consultation & support as well as proposal development and presentation.
  - Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
  - Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: More than 70% of BL Target achieved quarterly**

## **FRONTIER BUSINESS SYSTEMS PRIVATE LIMITED July 2014 to September 2016**

Business partners for AMP, MOLEX, CISCO, FORTINET, SONICWALL, EMERSON, DELL, LENOVO, HP, VMware, Radware & K5

Responsible for handling entire range of cisco products, wifi, Network Monitoring services virtualization services and customized softwares.

### **Position Held:**

Business Manager – Key Accounts

### **Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
  - New business development.
  - Pre sales consultation & support as well as proposal development and presentation.
  - Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
  - Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: More than 70% of BL Target achieved quarterly**

## **ALAKCRITY CONSOLS PRIVATE LIMITED September 2012 to May 2014**

Business partners for BSNL, cisco, APC, EMC, DELL, HP VMware, ABTinfo.net, Actelis, D-link, solarwinds

Responsible for handling entire range of cisco products, wifi, Network Monitoring services virtualization services and customized softwares.

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### **Position Held:**

Strategic Business Manager – Key Accounts

### **Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
  - New business development.
  - Pre sales consultation & support as well as proposal development and presentation.
  - Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
  - Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
  - Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis

**Achivement: Consistently achieved the Sales Target and brought new account.**

**NET ACCESS INDIA LIMITED(A Part of Murugappa Group) July 2010 to September2012**

Business partner for cisco, Business Partner for Fortigate Barracuda & Solarwinds.

Responsible for handling virtualization services,FMS,Wan Management ,Messaging and Collaboration and Network Monitoring Services

Presently responsible for handling Information Rights Management software-**SECLORE** product for key accounts and meeting the key decision makers of the organization.

**Position Held:**

Sr.BDE – Key Accounts

**Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
- New business development.
- Pre sales consultation & support as well as proposal development and presentation.
- Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closure.
- Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
- Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues

Coordinating with the clients on regular basis

**Achivement: Consistently achieved the Sales Target and brought new account.**

**FUTURE BUSINESS TECH INDIA PVT LTD, Chennai. Mar 2008 to June 2010**

Business partner for HP, Business Partner for IBM & Channel Partner for HCL,Toshiba products, Partner for Micro Soft,Channel Partner for Adobe, Novell, Cisco etc., Since 1991.

**Position Held:**

Sr.BDE – Key Accounts

**PRECISION INFOMATIC (M) PVT LTD, Chennai. July 2006 to Mar 2008**

Premium Enterprise Business partner for HP, Business Partner for IBM & Channel Partner for HCL,Toshiba products,Gold Certified Partner for Micro Soft,Channel Partner for Adobe, Novell, Cisco etc., Since 1991.

**Position Held:**

Executive Sales – Key Accounts

**Achivement: Consistently achieved the Sales Target and brought new account.**

**Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
- New business development.
- Pre sales consultation & support as well as proposal development and presentation.
- Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closer.
- Responsible for Bid clearance from Principal companies and OEM manufactures
- Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
- Organizing engineers both out source and in source and support staff to resolve customers techno commercial issues
- Coordinating with the clients on regular basis.

**Government:**

- Generating Requirement from various government Department and Freezing Specifications.
- Collecting Tender Document and preparing Quote
- Co coordinating with head office for Bid price clearance
- Co ordinate with Service team to resolve customer issue to maintain good relation with the senior Government officials

**VIRGO ENTERPRISES, BANGALORE Jan'04 to May'2006**

One of Leading Chemical Product Company based out of Bangalore. It is 15Yrs old organization and More than 50+employees.

**Position Held:**

Business Development Executive,

**Job Profile:**

- Responsible includes Managing and developing of existent accounts ,
- New business development.
- Proposal development and presentation.
- Responsible for Identifying prospective clients and their needs, preparation of proposals and sales closer.
- Responsible for Bid clearance
- Coordinate with logistic department and ensure timely delivery. To avoid backlogs.
- Organizing engineers both out source and in source and sales support staff to resolve customers issues
- Coordinating with the clients on regular basis.

**Achievement:**

Got Project worth 1Cr.(approximately) biggest ever Order, in Virgo Enterprises.

**VIRGO ENTERPRISES, BANGALORE Jan'00 to Dec'03**

One of Leading Chemical Product Company based out of Bangalore. It is 15Yrs old organization and More than 50+employees

Role	<b>-Senior Accounts/Quality &amp; Production Supervisor</b>
Responsibilities	-Responsible for end-to-end management of Internal Accounts. Also responsible for Quality & Production.

**ABS METRO, BANGALORE July'97 to Jun'00**

Role	<b>-Book Keeping &amp; Account Maintenance</b>
Responsibilities	-Responsible for Book Keeping & Internal Accounts Maintenance.

**Ravichandran & Co (Auditor), BANGALORE**

Role	<b>-Internal Account Maintenance</b>
Responsibilities	-Responsible for Internal Accounts Maintenance.

Current CTC : 1200000

Expected CTC: 1500000

**Career Objective:**

To earn acceptance and recognition as innovative, result oriented professional, through significant contribution to development of the organization.

**Qualitative Self Analysis:**

- Innovative
- Hardworking & tenacious
- Self-motivate & persistent
- Sincere & loyal.