

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.

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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.

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	Senior Accounts/Quality & Production Supervisor
Responsibilities	-Responsible for end-to-end management of Internal Accounts. Also responsible for Quality & Production.

ABS METRO, BANGALORE July'97 to Jun'00

Role	Book Keeping & Account Maintenance
Responsibilities	-Responsible for Book Keeping & Internal Accounts Maintenance.

Ravichandran & Co (Auditor), BANGALORE

Role	Internal Account Maintenance
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.