

PAL JAIPRAKASH UDAYRAJ

401, Laxman Villa CHS, Chole Village,
Thakurli – East Dombivali, Thane 421201

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WORK EXPERIENCE:

1. **ACMA COMPUTERS LIMITED(Dec 2024 till Date)** ACMA Computers has been a System Integrator since 1995 Offering Endpoint, IT Infra, Networking, CCTV and Manage Services of IT and Non IT Product.

Sr. Business Development Manager

Role Specification:

Handling Government & BFSI Accounts for Manage Service

Handling projects like Citizen Credit Co-op Bank, Airport Authority of India, The New India Assurance company Ltd, RCF, ECGC.

2. **Dynacons Systems and Solutions Limited(Oct 2016 Aug 2024)** Dyancons is Systems Integrator since 1995 Offering solutions as Systems Integrator, Networking, Data center, Managed Services, Project Management and Solutions

Designation: Key Account Manager

Role specifications:

Handling BFSI & Government Account for Managed Services

Handling Projects and customers like PGCIL, T-Fiber, State Bank of India, GTL, SBI Capital Markets, Airport Authority of India, Godrej & Boyce Ltd, Bank of India, Central Bank of India, Union Bank of India.

Developing Business through Governments, PSU, BFSI from Tenders and RFP Developing new business through other portfolio in same account

2. **Bharat IT Services Limited (November2013 to Oct 2016)**

Bharat IT services Limited (Formerly known as spice net limited) and its part of Spice Group companies (www.spiceglobal.com) is a prestigious high technology venture. A Bharat IT service is a 100% subsidiary of spice i2i, Singapore.

Designation: Key Account Manager

The Job involves the following:

- **Account Management includes:**

Development of New accounts through RFP and Tenders

Handling BFSI and PSU Business

- **Role Specifications:**

Maintaining sales target of Passbook, Cheque Scanner & GBC (Shredder, Lamination & Binder).

Building Relationship with the present and future Customers.

3. Kores India Ltd. (July2012 to October 2013)

Kores (India) Limited was incorporated in 1936 inter-alia with the object to take over the Indian business operation of W. KORESKA then carried on in Kolkata and Mumbai mainly in the field of stationery products.

KORES has the seal of excellence and reliability and above all the trust of its customers for the past more than 75 years. The deep rooted 'trust' of customers is earned through the high quality products and consistent service provided by dedicated employees.

Designation: Territory Manager (DTC)

The Job involves the following:

- **Key Account Management includes:**

Development of New accounts.

Development of Channel.

Product Training to our Partners

- **Role Specifications:**

Maintaining sales target through Channel & End Customers

Building Relationship with the present and future Customers.

Maintaining Inventory monthly as per sales and projection.

Training and Installation of Brother printer

4. Faxtel Systems (I) Pvt. Ltd. (February 2010 to May2012)

Faxtel, founded in 1986 in line with its philosophy a little ahead of time Has Bought the best of technology to the Indian Markets. Strategic tie ups with world technology leaders reliable and contemporary Products, dedicated support & services have made Faxtel Trusted name in The office and now in the retail bracket. Faxtel deals in Panasonic, Bluetooth, vantage point, Gaming steel series, Nitho Accessorions.

Designation: Asst. Manager Business Development (Mobile Accessories)

The job involves the following:

- **Key Account Management includes:**

Retail account Management

Development of New Accounts.

Development of Channel.

Product Training to our Partners

- **Role Specifications:**

- Business Development through Modern Retails
 - Handling a team and guiding them for sales targets.
 - Maintaining sales target through Channel.
 - Maintaining Inventory monthly as per sales and projection.

5. Lipi Data Systems Ltd (October' 2006 – January 2010)

Lipi has a reputation for its vast range of high speed heavy duty line printers, dot matrix printers, laser printers and printer consumable suppliers. In fact, Lipi printers are sold Along with all leading computer systems. Its list of customers comprises top Indian OEMs, various government houses and corporate sectors such as banking and finance, airline, insurance, automobile, etc.

Designation: Asst. Sales Manager (Consumable)

The job involves the following:

- **Key Account Management includes:**

- Corporate Account Management
 - Development of Channels.

- **Role Specifications:**

- Maintaining sales target through Channel.
 - Creating standard presentations on all offerings
 - Building Relationship with the present and future clients

6. Tops Electronic Security systems Ltd. (June 2005 – September 2006) TSL is Topsgroup Company one of the leading security company in total security system. The 1st Security Company to register with KPMG for ISO 9000:2001 certified. a company nation-wide, distributes a whole range of security System like CCTV Surveillance, Remote Monitoring System (Bosch), Access Control (Proximity and Biometric), Fire Alarm system (Conventional and Addressable), Intrusion Detection System (GSM And Non GSM), RFID Solutions, Door Frames and Hand Held Metal Detector System etc

Designation: Marketing Executive

The job involves the following:

- **Role Specifications:**

- The current profile incorporates acquiring new corporate accounts and improvising strategies to explore business opportunities.
 - Expanding the business by generating new clientele lists.
 - Keeping clients accounts online. Tracking new requirements, ensuring the disbursal of clients' benefits.

**7. Perfect office Systems Pvt. Ltd. (An authorized distributor of Canon),
Mumbai. (August' 2001- May'2005)**

As system Integrators and also business partners of Canon, the profile includes client generation for the array of services offered at Perfect, which includes total Office Solutions; in terms of Photo Copier (Digital and Analog), Fax (Laser and plain paper), Printer and Multimedia Projector.

Designation: Sales Executive

The job involves the following:

· **Role Specifications:**

Established contact and conducted meeting with companies Decision maker of different industries.

Sales Planning related to market size, market share and market attack. Adding new business to the existing list of clientele.

Updating the clients on various schemes offers prices & new products.

Professional Achievements:

- Awarded as the "Super Sales Man" award for 2003-2004.
- Received letter of appreciation from Canon India Ltd.
- Appreciated by management for generating high revenues.

PROFESSIONAL QUALIFICATION:

1 One year Diploma Certificate in Networking from NIIT, Mumbai.

ACADEMICS:

2 Bachelor's Degree in Commerce from Mumbai University in 2000.

3 H.S.C (Mumbai University)

4 S.S.C (Mumbai University)

PERSONAL DETAILS:

Date of Birth : 23rd October' 1978

Language Known : English, Marathi and Hindi

Marital Status : Married

Interests : Traveling, interacting with people.

REFERENCE:

Mr. Bhupendra Pandey
Sr. Manager
Infinite Retial Limited.
9819429627.

Declaration

All the statements furnished above are true and best to my knowledge and

belief. **(Pal Jaiprakash Udayraj)**