GHANSHYAM RATHORE

SR. ACCOUNT MANAGER –ENTERPRISE SALES [TEAM LEAD]

CAREER OBJECTIVE

To pursue career advancement and excellence by gaining valuable experience through my role, while aligning my personal growth with the organization's objectives and contributing meaningfully to its success.

PROFILE

- Helping our customer to "Accelerate Business Transformation" Journey through our competence in Consulting, Integration and Security, delivering Next-Gen Digital Infrastructure Technologies, Solutions and Services.

- Have been able to achieve a growth in the Revenue and also have retained the old relations by handling different kinds of escalations on different levels.

- Acquire knowledge of Introducing the Product, Preparing Quotation & Proposal.

- Ability to learn new technologies & concepts within a short span of time.

- A systematic, organized, hardworking team builder with an analytical bent of mind reliable as a fully contributing, responsible & accountable member of task/project teams.

- Excellent relationship management

EDUCATION

[Visvesvaraya Technological University-Belgaum]
[2014]
[MBA – Marketing with 64.89%]

[Maharshi Dayanand Saraswati University – Ajmer]
[2012]
[B.A. (Arts Education) with 61.50%]

WORK EXPERIENCE

[NOVENTIQ-Value Point] [Bengaluru]
[Aug 2018– till date] [Sr. Account Manager: Enterprise Sales –Team Lead]

<u>Business Portfolio:</u> Data Center Modernization & Network Transformation

<u>Business Achievement:</u> - 1st Value Point's HPE GreenLake order in 33 year's history in FY 2023, 2nd HPE GreenLake order in FY 2025.

<u>Solutions & Technologies Expertise:</u> Hyper Converged Infrastructure, Virtual Desktop Infrastructure, GreenLake, Software Define Data Center, Virtualization, Server & Storage, High Performance Computing, Hybrid Cloud Management, Backup, Archival Solution, DR On Cloud, Networking, SD WAN, Switching, Wireless, Routing, Network security, collaboration Solutions, Network Assessment & NMS Solutions, Cyber security.

<u>OEM Associations:</u> HPE, Dell EMC, Nutanix, VMware, Veeam, Veritas, Commvault, Redhat, Citrix, Cisco, Meraki, Aruba, Silver Peak, Versa, Ruckus, Juniper, Logitech, Fortinet, Palo Alto.

<u>Roles :</u>

- Managing top 50 enterprise accounts IT Infrastructure requirement.
- Building relationship with our top assigned accounts and proper account mapping from bottom to top level.
- Day to day basis customer touch base and communication with Core IT Team & procurement team to get the new opportunity.
- Fixing meeting with CXO's level with our solutions head on newer technologies session.

skills & ability to conceive efficient solutions utilizing technology.

- Focused and hardworking with proven capability to meet high-pressure deadlines & have also been effective team player with excellent communication and inter-personal skills.

CONTACT

PHONE:
9902210052

LINKEDIN LINK

http://linkedin.com/in/ghanshyam-rathore-83256090

EMAIL:

ghanu.rathore93@gmail.com

ADDRESS:

5th D Main, Koramangala 1st Block
Bengaluru, Karnataka - 560034

- Understating the customer problems, pain point & challenges which they are facing and positioning the suitable solutions in Data Center & Networking portfolio.
- Having complete information on customer current IT Infra environment.
- Sizing the solutions with the help of our Pre-Sales team, OEM Pre-sales & distributer.
- Preparation of solution document, heat map generation, IT Infra assessment & report which is required for sizing the solutions.
- Generating the new opportunities & funnel and converting in order closure.
- Helping our customer to "Accelerate Business Transformation" Journey through our competence in Consulting, Integration and Security, delivering Next-Gen Digital Infrastructure Technologies, Solutions and Services.
- Coordinating with internal team like finance, logistics & post sales team to deliver the customer expectations at satisfactory level,
- Taking complete responsibility in assigned accounts and sending the invoices, payment collections, post sales team assigning for installation & implementation activity at PAN India level.
- Managing existing support renewals, preparing the quotation and sending to our customer and follow up till to closure.
- Sales order preparation after winning the order and help our backend team for order process to our OEM & distributer.
- Fixing meeting for OEM's on new upcoming technology session at CXO's level.
- Coordination with our OEM's, Distributer & stockiest and account alignment with OEM for better support to WIN the deals.
- Managing complete End to End IT Infra requirement and also generating the cross-business portfolio leads.
- Cross selling & up selling in exiting IT Infra to increase our revenue and profitability.
- Face to Face meeting with clients for Solutions, Presentations & order closure.
- GTM activity and sharing the solutions EDM's in professional network like LinkedIn, Marketing Event with OEM's.
- Preparing the technical BOM for Cisco & Aruba technologies using OEM's tools.
- Skill upgradation on new technologies and doing the certifications.

[Reliance Communication Infrastructure Ltd.] [Bengaluru]
[Aug 2017– June 2018] [Deputy Manager (Key Account Management) – Global Ent. Business]

Achievement- Awarded by Runner up Award in Sales 2017 H1

Solution & Technologies - Business Internet, Internet Lease line, Enterprise Mobility, Data Center & managed services, SW-WAN, Cloud Services.

Roles:

- To ensure business target achievements on the parameters like Order booking, Revenues, Collections New account identification and Account retention
- Build strategic relationship with key decision makers in the assigned accounts (CXO Level)
- Driving revenue enhancement in the accounts (both Data and Voice) though effective account management, along-with retention and timely collection of the existing revenue
- Augment solution selling, and drive new product penetration in emerging markets
- Business processes: Comply and follow business processes both internal and external in line with government Policies.
- Managing top SMB & Enterprise Accounts to driver the company revenue.

- Coordination with collection team, technical support team to ensure the met customer satisfaction level.

[Unicom Infotel Pvt. Ltd.] [Bengaluru]
[May 2016 – Aug 2017] [Sr. Executive – Corporate Sales]

<u>OEM Associations:</u>
[Cisco/Canon/Riso/Polycom/Mitel/Siemens/Samsung/Panasonic/HP/Lenovo/Dell]

<u>Roles:</u>

- Account Management for top companies
- Increase revenue by services offered by Unicom
- Generate new requirements to sell new solutions & achieve targets
- Fixing appointment with clients and giving presentation on product
- Maintain and enrich client relationship for better account mapping
- Manage communication & escalations at different levels to ensure smooth operations
- Develop knowledge base of competitors to get the cutting edge.

[C- Square Info Solutions Pvt. Ltd.] [Bengaluru]
[Nov 2014 – April 2016] [Business Development Executive]

<u>Product –</u> ERP Solutions
<u>Territory Handled</u> - (Karnataka/Mumbai/Hyderabad/Delhi/Jaipur)

<u>Roles</u>:

- ERP Software Sales in pharmaceutical sector.
- Focus on a stand-alone pharmacy shop, hospital counter, Pharma manufacturing company, Distributer & stockiest.
- Generating leads through cold calling or field survey.
- Doing leads follow up through cold calling.
- Fixing appointment with clients through cold calling.
- Meeting with clients and giving presentation on product.
- Showing software demo to clients through online or onsite
- Giving proper training related to the product to clients.
- Converting leads to clients
- Follow up with existing clients for generating new business.
- Maintaining relationship with existing clients by providing support, information, and guidance.

SKILLS

- Key Account Management
- AR Collections
- Presentations & white boarding
- Project Management
- Business Development
- Planning & Execution
- Data Analysis
- Competitive Analysis
- Customer Relationship Management
- Marketing Strategic

CERTIFICATIONS & SUMMER TRAININGS

- **Cisco Certified:** Black Belt - Nexus Dashboard Presales Stage 1
- **Cisco Certified:** Black Belt Network Experience Sales Stage 1 - 2024
- **Cisco Certified:** Black Belt Nexus Dashboard Presales Stage-2 Certification
- **Cisco Certified:** Black Belt Data Center Sales Stage 1- Cloud Networking 2023
- **Cisco Meraki Certified:** eCMNA

- **Cisco Meraki Certified:** Cisco Meraki FIT Level 1
- **Cisco Meraki Certified:** Cisco Meraki FIT Level 2
- **HPE Aruba** Networking SD WAN Sales
- **HPE Aruba** Networking SSE Sales
- **HPE Sales Certified:** Aruba Networking Solutions Professional
- **HPE Sales Certified:** Edge-to-Cloud Solutions [2023]
- **HPE Aruba Certified:** Aruba Instant on Wired & Wireless Better Together: Sales Training
- **VEEAM Certified:** Veeam Technical Sales Professional (VMTSP) 2021
- **VEEAM Certified:** Sales Professional 2021
- **Silver Peak Certified:** EdgeConnect Sales Expert, Accredited (ECSXA)
- **Silver Peak Certified:** Sales eXpert - SDWAN (SSX-SDWAN)
- **Nutanix Certified:** NCSR 2022
- **STATE BANK OF MYSORE:** 10 weeks training on "Customer satisfaction at State Bank of Mysore" dated from April 2014 to June 2014

EXTRA CURRICULAR ACTIVITIES

- Participated in International Study Programme in East Asia Institute of Management, Singapore
- Participated in Toyota Kirloskar Manufacturing Plant, Bangalore as an Industrial visit.

COMPUTER PROFICIENCY

- MS office [Microsoft Excel, Microsoft Word, Power Point]
- Windows

LANGUAGE KNOWN

- **English** – [Speak, Write & Read]
- **Hindi** – [Speak, Write & Read]
- **Kannada -** [Speak]

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

Date:

Place - Bengaluru   (GHANSHYAM RATHORE)