



ATUL SRIVASTAVA

SALES ACCOUNT MANAGER

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ABOUT ME

- Self driven, result-focused business development professional into ERP and IT Solutions sales with over 15+ years of work experience.
- Expertise in tapping prospects, Key Accounts, requirements analysis into Corporates & Government sector. Rendering guidance to the clients and negotiate (commercially) for the orders.
- An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail-oriented attitude.

LANGUAGES



DRIVING LICENSE

Driving license category LMV, Issued from Bahrain

PERSONAL DETAILS

Date of birth June 02, 1980

Nationality Indian

Visa status Residency, Transferable

Marital status Married

WORK EXPERIENCE

KANOO IT

Kingdom Of Bahrain
Jan 2019 - Present

Sales Account Manager

- Generate new leads for the solutions & services offered by company, maintain them in the Salesforce CRM and conduct initial customer meetings.
- Generate new opportunities for Microsoft ERP systems (GP/Dynamics 365/Business Central), CRM - Microsoft & Salesforce, MARS HRMS, SharePoint Implementation/Upgrade/AMC. Microsoft & O365 licenses, Cloud migration - Azure & AWS, Power BI, Functional & Technical Training with Outsourcing.
- Generate new opportunities for Kanoo IT in-house developed solutions portfolio for (Business Process Management/Asset Tracking/Meeting & Event Management/Property Management and Payment Gateway).
- Arranges for the detailed demo by involving the other business users/heads from customer side along with pre-sales, functional expert from our side.
- Understand customer's scope of work, prepare budgetary proposal and submit it for customer's approval. Do regular follow-ups to arrange for the negotiation meeting between key stake-holders of both teams for final closure.
- Receive LPO and process it further internally for issuance of invoices. Do follow-ups for the payment processing and arranging for collection.
- Maintain existing customers accounts for their timely renewal of AMCs/ Upgrades/License Enhancements/ Cloud Migration/Up-selling, etc.

IRT DIGITAL ANALYTICS SOLUTIONS

India & EMEA
Aug 2016 - Dec 2018

Regional Sales Manager

- Handled the sales for the solutions and services on Qlik Business Analytics, IBM FOPM, Data Warehousing services for Corporates & Government Sector.
- Focused on new clients acquisition on the leads generated by inside sales team. Filtered the generated leads further to understand the lead potential and interest, followed-up with customer meetings.
- Created and conducted presentations, prepared proposals, tenders and RFP responses.
- Planned for account growth strategies through marketing activities like Events/ Webinars/Road shows/Client talks/ Mail campaigns etc.
- Key Enterprise Accounts Management. Responsible for Revenue Growth on Solution & Services Business.

EXPERT BUSINESS SOLUTIONS

Kuwait
Nov 2009 - Jun 2016

Sr. Business Development Manager

- Acquired new clients through direct sales for the self generated leads and by inside sales.
- Focused of sales of ERP Solutions (eNinty & Microsoft Dynamics GP/Axapta). eNfinity HR & Payroll System. Laserfiche for -Enterprise Content Management, Document Management, Business Process Automation, Workflow and Record Management.
- Offered solutions to clients On-Premise, Cloud Services as ISV.
- Conducted initial presentations and further arranged for the detailed demo by involving the other business teams from customer side along with pre-sales, functional expert from our side.
- Understood customer's scope of work, prepared proposal and submitted it for customer's approval. Did regular follow-ups to arrange for the negotiation meeting between key stake-holders of both teams for final closure.
- Received LPO and processed it further internally for issuance of invoices. Did follow-ups for the payment processing and collection.

NOESYS CONSULTING LIMITED

Mumbai, India
Jun 2004 - Sep 2009

Business Development Manager

- Self leads generated and also worked on leads received from company.
- Generated new business for the customised ERP solutions like Hospitality Management System, Institutional Management System and CRM System.
- Offered solutions on business models like On-Premise and SaaS.
- Attended meetings with line managers for sales deals closures and follow-up for PO and payments.

EDUCATION

INTELLECTUAL INSTITUTE OF MANAGEMENT & TECHNOLOGY

New Delhi, India
2010

MBA

MBA in Marketing & Supply Chain Management.

VINAYAKA MISSION UNIVERSITY

Jabalpur (M.P.), India
2004

B.Com

Bachelor of Commerce

GURU GOBIND SINGH KHALSA H.S. SCHOOL

Jabalpur (M.P.), India
1999

Intermediate

Passed Higher Secondary School under Physics / Chemistry / Mathematics stream.

BALAGHAT ENGLISH H.S. SCHOOL

Balaghat (M.P.), India
1997

High school diploma

Passed High School certificate.

SKILLS

LEAD GENERATION	CORPORATE SALES
ACCOUNT MANAGEMENT	PROPOSAL DEVELOPMENT
CUSTOMER COMMUNICATION	BUSINESS DEVELOPMENT
CUSTOMER RELATIONSHIP MANAGEMENT	ACCOUNT MINING
CUSTOMER NETWORK BUILDING	CUSTOMER NETWORK MANAGEMENT
CUSTOMER SERVICE MANAGEMENT	SALES NEGOTIATION
PAYMENT COLLECTION	MARKETING MANAGEMENT
CUSTOMER ENGAGEMENT	REVENUE GENERATION
MIS PREPARATION	BUSINESS PRESENTATION

HOBBIES

MEETING NEW PEOPLE, VISITING NEW PLACES, SOCIAL NETWORKING, INTERNET BROWSING, MUSIC LOVER, MOVIES, PLAYING CRICKET & COOKING.

COURSES

Jan 2017 Certificate in Advance MS Excel, Manipl ProLearn