

RANDEEP JAMWAL

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**Seeking senior Managerial level assignments in Sales/Business Development /Account Management/
People Management – IT industry**

Location Preference: Mumbai, Pune

PROFILE SUMMARY

- Dynamic career of **20+ years** reflecting pioneering experience and year-on-year success in achieving revenue and business growth objectives
- Currently working with **Wipro Ltd as Sales Head-Private BFSI, Mumbai**
- **Pioneered in charting out business & sales strategies** and contributing towards enhancing business volumes & growth and achieving revenue and profitability norms; distinction of **cracking big deals** from key clients like HDFC,Axis,Equitas,Ujjivan,Kotak etc
- Coordinating budgets, forecasts and reports & accordingly effectuating business plans to attain maximum sales and optimum revenue.
- **Demonstrated excellence in breaking new avenues** & driving revenue growth and proactively conducting opportunity analysis by keeping abreast of market trends / competitor moves to achieve market-share metrics
- Experience in Solution Sales, Accounts Management, Business Development and Team Management
- Facilitating solutions / product development initiatives involving mapping of business requirements and in depth evaluation of customer feedback to carry out modifications in product attributes
- Proficient in developing relationships with key decision-makers in target organisations for revenue
- An effective leader with distinguished abilities in recruiting, training & motivating cross functional teams of Project Managers as well as the technology and operational to maintain deliverables as per the SLA & KRAs
- Well organised with a track record that demonstrates self-motivation, entrepreneurial ability, planning, creativity and initiative to achieve corporate goals

AREAS OF EXPERTISE

Sales Budgeting	Strategy Planning Solution selling People Management Resource Optimization	Managed Services Automation Cloud Infra Services	Key Account Management Team Building
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CORE STRENGTHS

- Worked with companies in various industries that offered wide exposure on diverse technologies and environments: Applied knowledge and expertise in creating opportunities and expanding businesses *covering B2B/Corporate, B2C/Sales.*
- The above stints have honed expertise in **Business Development and Project execution functions in IT sector**; overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irreproachable integrity
- Displayed entrepreneurial skills researching, identifying and developing markets; developing new clients; recruiting and mentoring teams, etc.
 - Worked with hugely talented people; rebuilt and rejuvenated staff into unified, top-performing, highly motivated teams
 - Provided direction, motivation & mentoring to the services and sales team for ensuring optimum performance and enhancing their professional & soft skills
- Possess in-depth **functional understanding** of IT Infrastructure Services (Server, Network, and Storage), IT Solutions and Enterprise Applications (Microsoft), Managed Services & on Cloud solutions.



- Expertise in **Bid Management (Tendering)**, Presentations, Preparing Collaterals, Case Studies, White Papers, & preparing RFP/RFQ response with full ownership
- Have consistently grown across the hierarchy and successfully delivered at senior level positions
 - Produced measurable year on year improvement under dynamic, shifting conditions and in downturn markets
 - Honed skills in business process analysis and design, application based process reengineering, process optimization, cost control and revenue maximization from various strategic technological products and services solutions

WORK EXPERIENCE

April'18- Present- Wipro Ltd as Sales Head, Cloud and Infrastructure Services, Private BFSI, Mumbai

Spearheading Infrastructure Management services sales business for BFSI Accounts in Mumbai

- Responsible for Private Business for Cloud and Infrastructure Services.
- Managing set of Focused accounts in BFSI
- Selling of Managed Services ,Automation Data Centre, Mobility and Cloud Infra services
- New Account Acquisition, Renewals, Account Mining & Management, Requirement Analysis, Consultative Sales & Relationship Building, Proactive Engagement with Customer & Partners
- Proactive positioning of solution with closely working with OEM.
- Deep drive into customer's right from conceptualization of opportunity.
- Spearheading a team of Eight Account Managers nationally
- Deliver on Order book & operating margins commitments
- Offering feasible techno-commercial inputs for solutions and services
- Effectively handling process related improvements
- Engaged in Partner/OEM/Principal relationships management
- Accounts managed-HDFC,Axis,Kotak,IDFC, Ujjivan,Equitas etc.Toatl 24 accounts nationally.



Mar'13: Mar'18 -CMS IT Services Private Limited as Regional Sales Manager

Role:

- Spearheading entire solution and services sales operations for the product portfolio
- Responsible for Enterprise, Government and PSU Business for Rest of Maharashtra, Gujarat, M.P and CG
- Selling of Managed Services ,Computing Hardware, Security, Data Centre, Mobility and Applications Integration Services
- New Account Acquisition, Account Mining & Management, Requirement Analysis, Consultative Sales & Relationship Building, Proactive Engagement with Customer & Partners
- Providing solutions in partnership with the world's renowned OEM's like IBM/Trend/MacAfee/Summit etc.
- Proactive positioning of solution with closely working with OEM.
- Deep drive into customer's right from conceptualization of opportunity.
- Spearheading a gamut of profit centre operations, business planning revenue generation
- Deliver on revenue productivity & operating margins commitments
- Offering feasible techno-commercial inputs for solutions and services
- Effectively handling process related improvements
- Engaged in Partner/OEM/Principal relationships management

Accomplishments:

Distinction of obtaining the **following orders:**

State Bank of India for products sales Key Services wins in Adani, Grasim Industries, Torrent Power, IFFCO, GSFC, L&T, Reliance, Amul, Sterlite, Antrix, FAG, Sears, Bajaj etc.

Mar'98-Feb'13: HCL Info Systems Ltd.



Growth Path:

Mar'98-Jun'01 Engineer
July'01-Jun'04- Senior Engineer
Jul'04-Jun'07 Area Manager - Baroda
Jul'07-Jun'10 Senior Manager - Ahmedabad
Jul'10-Feb'13 Regional Manager - Ahmedabad

Role: Regional Manager, HCL Info systems Ltd, Gujarat

- Steered effective business planning and monitored the business performance
- Spearheading sales and services operations for GOG, North Gujarat and Central Gujarat
- Responsible for services Sales and Delivery for the State of Gujarat
- Leading a team of over 350 members which consists of direct and indirect reportees
- Recommending complete end-to-end solutions to the clients ensuring repeat business
- Achieving increased sales growth across region
- Liaising with partners for positioning other than non HCL products e.g. CISCO, HP, IBM, CA
- Developing periodic business plans & strategies, in coordination with macro plans of organization
- Mapping of the key GOG,PSU's and Enterprise customers and well aware of the dynamics
- Managing more than 25 key Enterprise and SME accounts.
- Offered complete end-to-end solutions to the clients and ensured repeat business from customers
- Key driver of solutions sales in defined accounts along with Pre-sales Team

Accomplishments:

- Key wins at Torrent Power Ltd, SBI, IOCL, IFFCO and GOG.
- Execution of the core banking solution by positioning the HCL Hardware for more than 800 branches of State Bank Group in Gujarat
- Key wins in Private Education space for HCL range of products.
- Positioning of the brand in key corporate as SI by positioning HCL and non HCL Hardware solutions

TRAININGS / PROGRAMS

In-house MDP Training at Hyderabad Training Centre in 2011
In-house Middle Management Programs on:
Situational Leadership
Essential Skills for Young Managers
Seven Habits for Managers
One Minute Manager
Gung Ho for Leadership

CERTIFICATION

- ITIL Version@3 Foundation Certificate in IT Services Management

ACADEMIC DETAIL

Diploma in Electronics and Communication Engineering from Karnataka University, Bangalore
Bachelor in Business Administration from Sikkim Manipal University
PGDBM from Symbiosis, Pune

PERSONAL DETAILS

Date of Birth : 28th March, 1975
Languages Known : English,Hindi,Punjabi, Dogri and Gujarati
Present Address :A 303 Leonardo ,Hiranandani Estate,Ghodbunder Road,Thane West